

	Name of the Organization	PDR Videotronics (India) Pvt. Ltd
1.	Employment Type (Regular/ Contractual/ Part Time)	Regular (Full Time)
2.	* Name of the post:	Manager – Defence Sales & Business Development
3.	* Job Function:	Sales and business development for PDR's Defence Division. Responsible for generating and closing orders for fiber optic products and tactical fiber-optic systems with the Indian Armed Forces, MoD, DRDO, Ordnance Factories, DPSUs (BEL, BDL, BEML, HAL, MIDHANI), Coast Guard, CAPFs and private defence OEMs. Key duties: mapping user directorates and procurement authorities; tracking GeM, e-Procurement and tender portals; preparing and submitting technical-commercial bids; vendor registration and empanelment; coordinating trials, demonstrations and field evaluations; liaising with in-house engineering for customised requirements; representing PDR at defence exhibitions and seminars; building and maintaining a long-term order pipeline.
3.	* Additional Job Information:	
	(i) Technical/ Must have skills	• Working understanding of military communication, surveillance or EW systems and their procurement cycle • Knowledge of DAP/DPM 2020, GeM, e-Procurement, tendering and bid submission processes • Familiarity with vendor registration and empanelment with MoD / DPSUs / Ordnance Factories • Ability to read and interpret technical specifications, QRs/GSQRs and BOQs • Proficiency in MS Office (Word, Excel, PowerPoint) and email-based business correspondence
	(ii) Good to have skills	• Exposure to optical fiber, signals, communication or IT equipment during service (Corps of Signals, EME, Naval Comms, Air Force Signals, etc.) • Prior experience in defence sales, OEM liaison or channel/distributor management post-retirement • Existing working relationships in Army/Navy/Air Force HQ, Command HQ, DRDO labs or DPSUs • Awareness of Make-in-India, iDEX, Positive Indigenisation List and offset provisions • Working knowledge of CRM tools
	(iii) Soft Skills	• Strong verbal and written communication in English and Hindi • Discipline, integrity and professional bearing • Relationship-building and negotiation skills • Self-driven, target-oriented and comfortable working independently • Team player able to work with engineering, production and commercial teams
4.	* No. of Vacancies (in figures):	01 (One)
5.	* Level/ Post:	Officers: Major / Lieutenant Colonel or equivalent (Navy/Air Force), OR JCOs: Subedar / Subedar Major or equivalent. Panel requested for both categories; final selection based on suitability and interview.
6.	* Qualification required: Essential/ Desired	Essential: Graduate in any discipline from a recognised university.

		Desired: B.E./B.Tech in Electronics/Electronics & Communication/Telecommunication, or MBA in Marketing/Sales. Service courses/qualifications in Signals, Telecommunication or Electronics will be an added advantage.
7.	* Work experience required (in years):	Minimum 5 years of service in the Armed Forces. Post-retirement corporate/defence-sales experience of 2–3 years is desirable but not essential.
8.	* Age range (in years):	35 to 65 years
9.	* Location of Job:	Mumbai (Head Office: 99, Old Prabhadevi Road, Mumbai – 400 025), with pan-India travel as required.
10.	* Salary range per month (Approx CTC):	₹30,000 – ₹60,000 per month (approx. CTC), negotiable. Final CTC will be commensurate with rank, qualification, experience and last pay drawn, and will be discussed and finalised at the interview stage.
11.	* Additional Benefits offered:	• Performance-linked sales incentive / commission on orders booked • Travelling allowance, daily allowance and reimbursement of official expenses • Mobile and internet reimbursement • Laptop provided • Statutory benefits as applicable (PF, gratuity, leave, etc.) • Group medical insurance cover
12.	Aligned courses (Full time/ Part Time)/ Certifications	DGR-sponsored Management/Marketing courses, or any certification in sales, marketing, business development or telecom/fiber optics (full time or part time), will be an advantage. Product and technical training on PDR's fiber optic portfolio will be provided in-house after joining.
13.	Travel Requirements	Yes
Last date to received names from RSB/ZSB		14 Aug 2026
Note 1: All Ex-Servicemen (ESM) are requested to Download the Willingness Format uploaded on DGR Website and forward the same in excel format only duly Completed in All respects through their Zila Sainik Boards/ Rajya Sainik Boards (by mail only) (to dgrddemp@desw.gov.in) if they are meeting the QRs as given by the Principal Employer in the vacancy Notification. If any Details are found Incomplete/ Missing, the Candidature of that ESM will not be Accepted.		
Note 2: PDF Format/ Scanned Images/ Mobile Photos/ Word File etc. will not be accepted.		