

भारत डायनामिक्स लिमिटेड BHARAT DYNAMICS LIMITED  
गच्चीवाउली :: हैदराबाद GACHIBOWLI :: HYDERABAD  
निगमित - मानव संसाधन (प्रतिभा अर्जन एवं संगठनीय विकास)  
CORPORATE - HR (TALENT ACQUISITION & CAREER PROGRESSION)

Ref: BDL/C-HR (TA & CP)/Mgr/SM (Mktg&BD)/2025

Date: 29-05-2025

Sub: Notification – Recruitment for the post of Senior Manager (Marketing & BD) in the pay scale of Rs. 70,000 - 2,00,000/- (IDA pattern) in Grade-V and Manager (Marketing & BD) in the pay scale of Rs.60,000 - 1,80,000/-(IDA pattern) in Grade-IV on immediate absorption basis / re-employed pensioner in BDL – Reg.

-x-x-x-x-x-

BDL has forwarded request letters to the following Agencies / Authorities to sponsor suitable Serving / recently Retired Officers the post of :

- i) Senior Manager (Marketing & BD) in the pay scale of Rs. 70,000 - 2,00,000/- (IDA pattern) in Grade-V - candidate(s) Serving / recently Retired Officers in the rank of the Rank of “Lt Colonel in Indian Army or Wing Commander in Indian Air Force or Commander in Indian Navy
- ii) Manager (Marketing & BD) in the pay scale of Rs.60,000 - 1,80,000/-(IDA pattern) in Grade-IV – candidate(s) Serving / recently Retired Officers in the rank of Major in Indian Army or Lt. Commander in Indian Navy or Squadron Leader in Indian Air Force :
  - a) The Deputy Director, Military Secretary’s Branch/ MS-7A,
  - b) Chief of Personnel, Naval Head Quarter, New Delhi
  - c) Director General of Resettlement, New Delhi
  - d) Director of Ex-Servicemen Affairs (DESA), New Delhi
  - e) The Deputy Director, Military Secretary’s Branch/ MSX, New Delhi
  - f) The Deputy Director, Military Secretary’s Branch/MS-7A
  - g) Indian Naval Placement Agency
  - h) The Directorate of Air Veterans
  - i) The Directorate of Personnel, Army Head Quarters
  - j) The Air Officer In-charge Personnel,
  - k) Air Head Quarters,

2. In view of the above, interested Serving / Recently retired Officers who have / had in the (i) “Lt Colonel in Indian Army or Wing Commander in Indian Air Force or Commander in Indian Navy for the post of Senior Manager (Marketing & BD) (ii) Major in Indian Army or Lt. Commander in Indian Navy or Squadron Leader in Indian Air Force for the post(s) of Manager (Marketing & BD) in BDL may read carefully the detailed Job Requirement (Annexure-I &II) interested eligible candidates have to submit duly-filled-in application form in the prescribed Format through the above said Agencies / Authorities. Applications which are not sponsored/ forwarded by the appropriate Agencies / Authorities will not be considered for selection process.

3. Further, the above Agencies / Authorities are requested to forward duly-filled-in Application(s) in the prescribed Format along with copy of Educational / Technical Qualifications and copies of CR Dossiers of individual Candidates for the last 03 preceding years to SM, C-HR (TA & CP), Corporate Office, Bharat Dynamics Limited, Gachibowli, Hyderabad-500 032. Telangana State on or before 16-06-2025.

29-05-2025

(पी श्रीनिवास राव P. SRINIVAS RAO)

उ.म.प्र., नि. - मा.सं. (प्र.अ., कै.वि. एवं सी एस आर)

DGM, C - HR (TA, CP & CSR)

E-mail: [hrcorp-careers@bdl-india.in](mailto:hrcorp-careers@bdl-india.in)

Encl: As above.



**QUALIFICATION, EXPERIENCE AND TERMS & CONDITIONS OF APPOINTMENT ON  
PERMANENT BASIS FOR THE POST OF MANAGER (Mktg. & BD) IN BDL**

1. **Designation** : **Manager (Marketing & Business Development)**
2. **Grade / Pay Scale** : **Grade-IV / Pay Scale Rs. 60,000-1,80,000/-(IDA pattern)**
3. **No. of post(s)** : **01**
4. **Rank** : **Officers serving / served in the rank of **Major** in Indian Army or **Lt. Commander** in Indian Navy or **Squadron Leader** in Indian Air Force as on **06-05-2025****
5. **Qualification(s)** : **Essential: First Class Degree in Engineering / Technology (Mechanical / Electrical & Electronics / Electronics & Communications / Electronics & Instrumentation / Industrial Electronics / Production).**  
  
**Desirable Qualification:** Master of Business Administration (MBA) or it's equivalent.
6. **Age** : **The maximum age of the candidate including all relaxations as applicable should not exceed 40 years of age as on 06-05-2025.**
7. **Nature of Experience** : **Candidate must have / had experience in any one or more of the following areas:**
  - a) Served in the Army/ Air force HQ in the Equipment Acquisition / Management vertical.
  - b) Defect investigations, modifications and formulation of integrated logistics support.
8. **Job Description**
  - i) Interaction with users of IA, IAF, IN and other customer including export orders for product services.
  - ii) Interact with various stake holders supplying the equipment and resolve the issue with users.
  - iii) Identify customer needs in respect of life extension and refurbishment of weapon systems including missiles in the respective service.
  - iv) Furnishing feedback to Corporate Office / Divisions with regard to Product Service.
  - v) Represent BDL in the meetings held at MoD& respective service Head Quarters / Foreign Countries.
  - vi) Liaison with respective Service Head Quarters, Defence Ministry and other PSUs at senior level.
  - vii) Maintaining constant interface with respective Service Headquarters, MoD and foreign countries for expanding market for products.
  - viii) Identifying leads and potential opportunities for the Product Services of the Company in the world market.

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- ix) Follow up of RFP / Preparation & submission of Quotations / Contracts under progress at MoD / Service Head Quarters.
- x) Regularly communicate with all the stakeholders and department through written & verbal means.
9. **Terms of Employment, Pay Fixation & Allowances** :
- III. **On Immediate Absorption basis**
- a) Basic pay of Officers joining on immediate Absorption basis will be fixed in the Pay Scale of Rs.60,000/- to 1,80,000/- after protecting last pay i.e. (Basic+ DA+ Grade Pay if any) on receipt of last Pay certificate.
- b) DA, HRA & other allowances as admissible from time to time as per company Policy and applicable to Grade-IV Executives will also be paid.
- IV. **As Re-employed Pensioner**
- a) Pay Fixation will be done as per DoPT / DPE guidelines.
- b) DA, HRA & other allowances as admissible from time to time as per company Policy and applicable to Grade-IV Executives will also be paid.
10. **Retirement Benefit** : Can be drawn from the Services. Independent of the Pay and allowances offered in the Company.
11. **Place of Posting** : Posting of the Selected Officer will be at BDL- Bhanur Unit / Kanchanbagh Unit / Marketing & Business Development at Corporate Office/ LO (Delhi). However, the Candidate is liable to be Posted / Transferred to anywhere depending on Organizational requirement.

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**ANNEXURE - I**

**QUALIFICATION, EXPERIENCE AND TERMS & CONDITIONS OF APPOINTMENT ON  
PERMANENT BASIS FOR THE POST OF SENIOR MANAGER (Mktg. & BD) IN BDL**

1. **Designation** : Senior Manager (Marketing & Business Development)
2. **Grade / Pay Scale** : Grade-V / Pay Scale Rs. 70,000-2,00,000/- (IDA pattern)
3. **No. of post(s)** : 04
4. **Rank** : Officers serving / served in the rank of **Lt. Colonel** in Indian Army (OR) **Wing Commander** in Indian Air Force (OR) **Commander in Indian Navy** as on 06-05-2025 .
5. **Qualification(s)** : **Essential:** First class Degree in Engineering / Technology (Mechanical / Electrical & Electronics / Electronics & Communications / Electronics & Instrumentation / Industrial Electronics / Production).  
  
**Desirable Qualification:** Master of Business Administration (MBA) or it's equivalent.
6. **Age** : The maximum age of the candidate including all relaxations as applicable should not exceed 45 years of age as on 06-05-2025.
7. **Nature of Experience** : **Candidate must have / had experience in any one or more of the following areas:**
  - a) Served in the Army/Airforce HQ in the Equipment Acquisition / Management vertical.
  - b) Post Contract Management including life / long term Product Support and provisioning of spares.
  - c) Defect investigations, modifications and formulation of integrated logistics support.
  - d) Understanding and hands-on experience in ATGM / SAM equipment / project management issues while dealing with QA.
  - e) Missile provisioning, refurbishment and life Extension of ATGM systems.
  - f) Any other areas relevant to Product Support in Armed forces.
  - g) Knowledge in Procurement activity / Conversant with latest Defence Procurement Procedure (DPP) / Exposure in Akash / ATGM.
  - h) Technical awareness about missile systems preferably Akash/ATGMs.
  - i) Tenure with MGS Proc, OS Dte, Equipment Management, MechInf, Airforce&DGQA Agencies.

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8. **Job Description :**
- i) Interaction with users of IA, IAF, IN and other customer including export orders for product services.
  - ii) Interact with various stake holders supplying the equipment and resolve the issue with users.
  - iii) Identify customer needs in respect of life extension and refurbishment of weapon systems including missiles in the respective service.
  - iv) Furnishing feedback to Corporate Office / Divisions with regard to Product Service.
  - v) Represent BDL in the meetings held at MoD & respective service Head Quarters / Foreign Countries
  - vi) Liaison with respective Service Head Quarters, Defence Ministry and other PSUs at senior level.
  - vii) Maintaining constant interface with respective Service Headquarters, MoD and foreign countries for expanding market for products.
  - viii) Identifying leads and potential opportunities for the Product Services of the Company in the world market.
  - ix) Follow up of RFP / Preparation & submission of Quotations / Contracts under progress at MoD / Service Head Quarters.
  - x) Regularly communicate with all the stakeholders and department through written & verbal means.
  - xi) Participation in Field Firing / Proof Firing, organizing trainings to customer and resolving customer complaint.
  - xii) Preparation of report on field firing data and based on the result, improvement may be suggested.

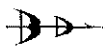
9. **Terms of Employment, Pay Fixation & Allowances :**
- I. On Immediate Absorption basis**
- a) Basic pay of Officers joining on immediate Absorption basis will be fixed in the Pay Scale of Rs. 70,000/- to 2,00,000/- after protecting last pay i.e. (Basic+ DA+ Grade Pay if any) on receipt of last Pay certificate.
  - b) DA, HRA & other allowances as admissible from time to time as per company Policy and applicable to Grade-V Executives will also be paid.
- II. As Re-employed Pensioner**
- a) Pay Fixation will be done as per DoPT / DPE guidelines.
  - b) DA, HRA & other allowances as admissible from time to time as per company Policy and applicable to Grade-V Executives will be paid.

10. **Retirement Benefit :** Can be drawn from the Services. Independent of the Pay and allowances offered in the Company.

11. **Place of Posting :** Posting of the Selected Officer will be at BDL-Bhanur Unit / Kanchanbagh Unit / Marketing & Business Development at Corporate Office. However, the Candidate is liable to be Posted / Transferred to anywhere depending on Organizational requirement.

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**BIO-DATA FORM****Advt. No.: BDL/C-HR (TA & CP)/Mgr/SM (Mktg. & BD)/2025****Affix Recent  
Passport Size  
Photo**

Name of the Post applied for:

1	Name of the Candidate (as per X <sup>th</sup> Class certificate in capital letters)		
2	Date of Birth (DD/MM/YYYY)	AGE as on 06-05-2025	
3	Father's Name (as per your X <sup>th</sup> Class certificate) & Occupation		
4	Present Address (for correspondence)		
5	Permanent Address		
6	Phone No. / Mobile No.		
	Alternate Contact No.		
7	e-Mail ID (Mandatory)		
8	Nationality		
9	Religion		
10	Place of Birth & State		
11	Marital Status		
12	Specify the category you belong to (tick)	<b>UR / EWS / OBC (NCL)/SC/ST</b>	
13	Are you a Person with Benchmark Disability (PwBD). If yes, please specify the disability %	<b>Yes <input type="checkbox"/> No <input type="checkbox"/> , If yes % of disability &amp; PwBD Category</b>	
	Please tick on your branch in Defence Services.	<b>ARMY/ NAVY/ AIRFORCE</b>	
14	i Total no. of years of Service	<b>Yes <input type="checkbox"/> No <input type="checkbox"/> No. of years: <input type="text"/></b>	
	ii a)Present Rank : b)No. of years in the present Rank as on 06-05-2025 :	<b>Date of retirement (DD/MM/YYYY):</b>	

Signature: \_\_\_\_\_

**BHARAT DYNAMICS LIMITED**

15. Educational Qualifications (Declare all the qualifications, which you possess and pursuing):

Sl. No.	Qualification (SSC & onward s)	Subjects / Specialization	i. Period of Study (From_To) (Month & Year) ii. Total duration of the Course	University / Institution & Address	Full Time / Correspondence / Part Time	Month & Year of Passing	Percentage (%) of Marks secured	Course is Recognized by UGC / AICTE / DEC / State Govt. / Central Govt. (please specify)
1.								
2.								
3.								
4.								
5.								

I hereby declare that I do not possess any other qualifications and also not pursuing any other course. I may be terminated without notice if Management found that I have concealed any higher qualification, which I have possessed before joining the Company and also pursuing higher qualification at the time of joining the Company.

Signature: \_\_\_\_\_





# BHARAT DYNAMICS LIMITED

16. **Post/Designation wise & Company/Firm wise Experience details to be mentioned, if any** (Starting from Present Employer/Company):

S. No.	i. Name of the Organisation / Firm. ii. Address iii. STD code & Telephone No. iv. e-mail.	Central / State / PSU / Private	Designation / Post held	i. Scale of Pay ii. Basic iii. DA iv. Gross Salary	Contract / Trainee / Tenure / Permanent	i. Provident Fund No., ii. Universal Account No. iii. EPF Office address	Period of Service		Total Period of Service (Years - Months)	Reasons for leaving
							From (dd/mm/yyyy)	To (dd/mm/yyyy)		
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
1.	i.			i.		i.				
	ii.			ii.						
	iii.			iii.						
	iv.			iv.						
2.	i.			i.		i.				
	ii.			ii.						
	iii.			iii.						
	iv.									
3.	i.			i.		i.				
	ii.			ii.						
	iii.			iii.						
	iv.									

Signature: \_\_\_\_\_

**BHARAT DYNAMICS LIMITED**

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
4.	i.			i.		i.				
	ii.			ii.		ii.				
	iii.			iii.		iii.				
	iv.			iv.						
5.	i.			i.		i.				
	ii.			ii.		ii.				
	iii.			iii.		iii.				
	iv.			iv.						
6.	i.			i.		i.				
	ii.			ii.		ii.				
	iii.			iii.		iii.				
	iv.			iv.						
7.	i.			i.		i.				
	ii.			ii.		ii.				
	iii.			iii.		iii.				
	iv.			iv.						

I hereby declare that I have written correct experience details. I may be terminated without notice if Management found that I have concealed/ wrong experience details mentioned the above experience details column.(Note: If the post & Company wise experience details are more than 07rows, please furnish the experience details in additional sheet(s)).

Signature: \_\_\_\_\_  
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**BHARAT DYNAMICS LIMITED**

17. Experience details, if any, starting from the Present Employer /Company & **Present Post /Designation wise** (please attach additional sheet, if required) and enclose Resume.

Sl.No	Name of the Company Office / Firm or Institution	Post held (Period-From dd/mm/yyyy To dd/mm/yyyy)	Nature of Duties for the said Post (Min. 100 characters & Max. 200 characters)
1.			
2.			
3.			
4			
5.			
6.			
7			



Signature: \_\_\_\_\_

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18. Organisation Chart Depicting Candidate Present Position / Designation, Roles & Responsibilities in the Present Organisation / Company only.

<b>Name &amp; Address of the Present Organisation / Office / Firm / Institution Organisation Chart depicting candidate Present Position / Designation in the Present Organisation / Company</b>	
<b>Role &amp; Responsibiliti es of the Candidate in the Present Organisation.</b>	

Signature: \_\_\_\_\_

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19	Present Pay particulars (')  Scale of Pay (if applicable) a. Basic b. Dearness Allowance (if applicable) c. HRA d. Variable Pay (if any) e. Other (Pl. Specify) f. CTC (a+b+c+d+e) (Enclose copy of latest pay slip)	<b>Per Month Per Annum</b>
20	Any of your relative working in BDL (tick) (if yes, specify details)	Yes <input type="checkbox"/> No <input type="checkbox"/> NAME: Staff No.:
21	Have you ever attended for Interview for any post in BDL (if yes, please specify)	Yes <input type="checkbox"/> No <input type="checkbox"/> Name of the Post: Date when attended:

**DECLARATION**

I hereby declare that the information stated above by me is true, complete to the best of my knowledge and belief. In case, the information stated above by me is found to be false or incorrect, my candidature, appointment may be considered terminated without any notice.

Date:

Signature:

Place:

Name of the Candidate:



