



SCOPE OF CONSIGNMENT SALES AGENT

Inviting Application for Consignee Sales Agent in India



Dear Sir/Madam/s,

Greetings from B Braun !!!

We are pleased to inform you that we are inviting application for Consignment Sales agents (CSA) for B. Braun Medical (India) group of companies from every locations in India.

B. Braun is dedicated to helping you achieve excellence in safety through our People, Products & Programs. For more than 175 years, our tradition of expertise and progress has set a clear example of excellence in the healthcare sector.

We have wide range of Branded surgical & disposable products portfolio used in hospitals –from bottle to patient like

- IV administration set
- Syringe & Needles
- LVP –Standard solution
- IVC
- Diabetes Care
- Surgical Gloves
- Dialysis disposable
- Surgical instruments & Disposable
- Sutures

All the appointed CSA will be a part of project Shakti and Sahyog project. “Shakti” stands for increase coverage of hospitals and “Sahyog” stands for strong distribution network both the objective can only be achieved with the team effort of CSA and organization which also offers high potential for consistent growth by reaching smallest town in the country to supply quality products to more patient for achieving excellence in healthcare

WHO CAN BECOME OUR CONSIGNEE SALES AGENT?

Any Individual/Firm/Company (New or Existing) can be our CSA Agent who have a understanding of Healthcare business in hospital with good geographical coverage, financial strength with ambition and eagerness to achieve unmatched success.

ADVANTAGES OF BECOMING OUR CONSIGNEE SALES AGENT

- The leading manufacturer & supplier of high quality medical device product in market
- The biggest portfolio of products in various segment of healthcare and surgical market
- Continuous support to our CSA through various marketing activities & Field force support

Looking forward for your positive response

Best Regards,

B Braun Medical (I) Pvt. Ltd.

**SCOPE OF CONSIGNMENT SALES AGENT****Scope of CSA****Key Duties**

- CSA will act on behalf of the Principal i.e. Consignor (B.Braun / Ahlcon / Oyster) as applicable for the said product range.
- Receive the goods consigned from the Principal i.e. Consignor, and store them in safe custody.
- Raise Tax Invoice on behalf of the Principal i.e. Consignor under its drug license & VAT registration as a "Consignee Agent of"
- IT Billing Software to be provided by Principal i.e. Consignor and is mandatory
- Ensure timely processing and disposal of Order, Invoicing and dispatch of goods to customers and or downstream channel partner
- Shall not sell below the base price advised from time to time by the Principal i.e. Consignor
- Shall submit monthly F Form and all sales and stock details as required by the Principal i.e. Consignor
- Shall make all the due payments to the Principal i.e. Consignor within the agreed credit period
- CSA will extend credit period of 21 days to the distributors, and solely responsible for collection/realization thereof. Principal i.e. Consignor, shall not assume any credit risk
- Any appointment of downstream channel partners has to be authorized by B.Braun, without which invoicing is not permitted
- Objective is to have a minimum of 1 sub-distributor in each Taluka per district, to be enrolled in a phase wise manner as mutually agreed
- Have a minimum monthly Sales Target to be achieved cumulatively as well as per product consigned.
- Sales Cycle will be fortnightly for a period of 15 days.
- Minimum Stock Holding on ratio of 1.5 times i.e. 3 weeks (2 weeks sales cycle + 1 week safety stock)
- Principal i.e. Consignor will undertake insurance for stocks inward from Principal to CSA warehouse and for the goods of Principal i.e. Consignor lying in the premises of the CSA
- CSA shall take transit insurance policy from the CSA premises to the customer's warehouses.

Infrastructure

- Warehouse space of a minimum of 2500 sq.ft in case of B.Braun & Oyster consignments and 3000 sq.ft in case of Ahlcon products.
- Exact estimation of warehouse space will vary per CSA depending on the agreed Business Volume.
- Dedicated office space for at least 2 B.Braun personnel with adequate communication facilities (no charges) and other hygiene facilities.
- CSA shall provide adequate number of persons having requisite experience and qualification to manage, day to day operations including general supervision, dispatches, computer operations, collection of payments, maintenance of accounts, routine correspondence. etc.

For more information kindly contact our below representatives.

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