

उत्तर मध्य रेलवे

प्रधान कार्यालय
प्रयागराज
दिनांक: 19.03.2021

संख्या: 797-ई/राज./गुप 'बी' चयन/वाणिज्य/2021-23

मुख्य वाणिज्य प्रबंधक, मुख्य परिचालन प्रबंधक,
मुख्य वाणिज्य प्रबंधक/खानपान एवं यात्री सेवा, मुख्य वाणिज्य प्रबंधक/मालभाड़ा विपणन.,
मुख्य यात्री यातायात प्रबंधक, मुख्य परिवहन योजना प्रबंधक, मुख्य मालभाड़ा यातायात प्रबंधक, प्रमुख
मुख्य संरक्षा अधिकारी, महाप्रबंधक/कोर, वरिष्ठ उपमहाप्रबंधक, प्रधान वित्त सलाहकार, सी.ए.ओ.
/सी., सी.डब्लू.एम./झाँसी एवं सिधौली कारखाना, डी.आर.एम./प्रयागराज, आगरा एवं झाँसी, वरिष्ठ
मंडल वाणिज्य प्रबंधक, वरिष्ठ मंडल कार्मिक अधिकारी, वरिष्ठ मंडल संरक्षा अधिकारी, सीनियर ई.डी.
पी.एम.: प्रयागराज, आगरा एवं झाँसी, उप मुख्य कार्मिक अधिकारी- मुख्यालय, निर्माण एवं राजपत्रित,
उप मुख्य कार्मिक अधिकारी/झाँसी कारखाना, वरिष्ठ कार्मिक अधिकारी/आईआर, उप मुख्य सतर्कता
अधिकारी, उप मुख्य यातायात प्रबंधक/कानपुर, वरिष्ठ स्टैस्टिकल अधिकारी/उमरे, वरि. विधि
अधिकारी, वरिष्ठ कार्मिक अधिकारी: झाँसी एवं सिधौली कारखाना, प्रधानाचार्य: ईटीसी/कानपुर,
सीटा/कानपुर, एस.टी.सी./झाँसी एवं आईआरटीएमटीसी,


विषय:-वाणिज्य विभाग में 70% कोटा रिक्तियों के अंतर्गत गुप सी से गुप बी में सहायक
वाणिज्य प्रबंधक के पद पर पदोन्नति हेतु वर्ष 2021-23 के लिए अनंतिम नामिका
(प्रोविजनल पैनल) तैयार करने हेतु चयन।

संदर्भ:- इस कार्यालय की समसंख्यक अधिसूचना पत्र दिनांक 03.03.2021

इस कार्यालय के समसंख्यक अधिसूचना पत्र दिनांक 03.03.2021 की निरन्तरता में रेलवे बोर्ड के
पत्र सं. E(GP)2018/2/31 दिनांक 12.01.2021 के पैरा-2 में निहित निर्देशों के तहत सर्वसंबंधित को
वाणिज्य विभाग में 70% कोटा के तहत परीक्षा पूर्व तैयारी हेतु पाठ्यक्रम संलग्न का जारी किया जा
रहा है।

अन्य सभी शर्तें इस कार्यालय के समसंख्यक पत्र दिनांक 03.03.2021 के अनुसार रहेंगी।

संलग्न:-यथोक्त


19-3-2021
(एस.के.सिंह)

वकाधि/राज
कृते महाप्रबंधक/का.

प्रतिलिपि : सूचनार्थ

- सचिव/महाप्रबंधक को महाप्रबंधक महोदय के सादर सूचनार्थ ।
- सचिव स्था.(जीपी), रेलवे बोर्ड, नई दिल्ली ।
- प्र. मुख्य कार्मिक अधिकारी एवं मुख्य कार्मिक अधिकारी/आईआर.।
- प्र. मुख्य चिकित्सा निदेशक, उत्तर मध्य रेलवे, इलाहाबाद ।
- मुख्य चिकित्सा अधीक्षक/प्रयागराज, आगरा, झाँसी एवं कानपुर ।
- प्र. मुख्य जनसंपर्क अधिकारी, उत्तर मध्य रेलवे, प्रयागराज ।
- महासचिव, एनसीआरईएस, एनसीआरएमयू तथा एनसीआरपीओए, प्रयागराज ।

29/11
28/10

B. TRAFFIC (COMMERCIAL)

- Booking of Goods Traffic – Forwarding notes, Registrations of indents, allotment rating and routing of traffic, misdeclaration, RR, weighment including punitive chares for overloading empty tare weighment, classification of goods, loading and unloading including transshipment, free time for loading and unloading, booking of animals. dangerous and offensive goods, military traffic, RMC etc. different charges like demurrage, wharfage, stacking, stabling etc.
- Rules of levying of Punitive charges, overloading.
- Freight Incentive Schemes, Terminal Management System, Goods shed working, Trainload benefit, quick transit service, container service, loadability of wagons, higher capacity routes. Various wagons investment schemes like WIS, TIELS, LWIS & GPWIS.
- Out Agencies, City Booking Offices and other Ancillary Services.
- Commercial Inspection.
- Siding-assisted and private siding-rules-charges-Liberalized Siding Policy.
- Dedicated Freight Corridor.
- Other recent policy changes regarding freight.
- Sealing and labeling of wagons-delay in transit-diversion of wagon load traffic-disposal of seal defective wagons-transport of small traffic-repacking sheds and transshipment points.
- Delivery of consignment-undercharges-overcharges-refund of overcharges-delivery of consignment short of destination-disposal of consignments-over-carried-disposal of unclaimed and unconnected consignments.
- Station outstanding: Realisation and its clearance.
- Dynamic Pricing- LTTC, TEFD, Station to Station rules (STS) etc.
- Various private siding policy- Green Field PFT, Brown Field PFT etc.
- E-payment of Railway Freight/GST/e-Way bills.
- Weigh bridges, integration of weigh bridges with FOIS.
- Preferential Traffic Order (PTO), Rationalisation routes, divisions/rebooking/rating/routing of goods traffic.

- Marketing and Sales activities at the level of Divisions and Headquarters-Claims prevention and claims statistics-public relations on railway-public complaints and their disposal-liability of railways in case of accident to a passenger train.
- Coordination of functions of various consultative committees at national, zonal and divisional levels.
- Liability of Railways as Carriers of goods and animals.
- Catering and vending services, Book stalls etc.
- Indian Railways Conference Association-its-functions.
- Commercial Statistics-their usefulness.
- Indian Railways' Act chapters relating to traffic facilities-working of railways, responsibility of railways as carriers and penalties and offences.
- Various ticketing schemes-Tatkal rules, concept of e-tickets, I-tickets, Scheme of Frequent Travel(SOFT), tickets through ATMs, Reservation and refund rules.
- Railway Claims Tribunal Act and functioning of RCT and RRT.
- Unreserved Ticketing System (UTS), Automatic Ticket Vending Machines (ATVM), Jansadharan Ticket Booking Scheme (JTBS), Railway Travel Service Agents (RTSA), etc.
- Station Ticket Booking Agent (STBA), Yatri Ticket Subidha Kendgra (YTSK), RTC.
- Suvidha Trains, Special Trains, ART (Advance Reservation Period), PNR, Passenger Profile Management, Premium Trains/Dynamic price.
- Various measures including Intensive Check Posts (ICPs) to combat ticketing frauds and ticket less travel.
- Categorization of railway stations depending upon passenger earnings.
- Halt Policy.
- Passenger Amenities-model stations-minimum essential amenities-recommended and desirable passenger amenities depending upon classification of station-works programme etc.

on board supply of newspaper, On Board housekeeping services (OBHS), clean train station, magazines and toiletries, National Green Tribunal (NGT), station cleanliness etc.

- Public-private-partnership (PPP) schemes-pay and use toilets (deluxe as well as normal)-retiring rooms-waiting halls-beautification of stations etc.
- Train Enquiry System – National Train Enquiry System (NTES)-Integrated Train Enquiry System (ITES) Call Centers etc.
- Train enquiry system-Integrated coach management system (ICMS).
- Customer Care Training -a more customer friendly attitude among the frontline staff – on the job training etc.
- Commercial publicity - policies and implementation on zonal railways.
- Classification of earnings.
- Strategies to enhance sundry earning parking contracts, STD/PCOs, Cyber Cafes, ATMs various kiosks etc.
- Leasing policy for parcels.
- Rules regarding parcel booking, overloading and computerization of parcels etc.
- Parcel Management System (PMS).
- Non Fare revenue & its sources.
- Passenger Service committee, Passenger amenities committee.
- IRCTC and its functions.
- Railway tourism & circular tickets.
