

Terms & Conditions Roles & Responsibilities of Marketing Agents

The Marketing agents shall primarily responsible to procure orders from customers for the fabric products marketed by Kerala State Textile Corporation Limited (KSTCL), maintain and grow relationships with the customers and strive to improve customer satisfaction through excellent customer service.

- The Marketing agents shall either directly or through their branch offices, associates or sub-agents procure business order on behalf of KSTCL.
- The Marketing agents should protect preserve and maintain patents and trade mark of the KSTCL's products sold by them in all possible manner.
- The Marketing agents will not create any obligation involving payments either in cash or kind on behalf of the KSTCL and shall not assign the interest, rights and obligations arising out of these presents to any third party;
- Marketing Agents shall keep the KSTCL informed of the demands of the KSTCL's fabric products arising in the territories of their operation well in advance in order to make the production ready.
- Marketing Agents shall make use of Visiting Card, identity card catalogue, instruction books, circulars and other promotional measure only for promoting sale of the KSTCL's products.
- The acceptance of orders placed by the Marketing Agents with shall be the sole discretion of KSTCL.
- The empanelment of Marketing Agent shall be for the period of three years.
- Marketing Agent shall submit a bank guarantee of Rs. 2,00,000/- (Rupees Two Lakh Only) as security measure.

- However Agency agreement may be terminated by either party on giving one months, notice in advance to the other party in writing.

Remuneration: The Marketing agents in consideration of procuring orders for KSTCL's products shall be paid a commission at a rate not exceeding 2% (Two percentage) on Sales value Excluding Tax for sales brought in by them. Out of which 75% of the Commission will be paid on realization of 90% of the total sales value and remaining 25% shall be paid after complete realization of total sales value.

Sales proceedings Payments Terms :

All sales shall be made only after receipt the full amount except in case of sales done to State/Central/UTI/PSU.

MOU between KSTCL and the Marketing Agent shall be executed for which Managing Director or any official authorized by Managing Director in may be authorized to sign.

Marketing Agent shall not enter into agreement to work on behalf of any similar organization during the pendency of this agreement between KSTCL and Marketing Agent.

Interested parties should send their Expression Of Interest (EOI) by email or sealed cover on or before 12.02.2024, 04.00 PM

Address for correspondence:

Mail – com.kstc@kerala.gov.in , comkstc@gamil.com

Post – Kerala State Textile Corporation Ltd

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