

Objective of BDU

Business Development Units have been created in all the zones of Indian Railways for attracting the new traffic and increasing the rail share in the existing stream of traffic. These BDUs will interact with the industries and will facilitate them for carrying the consignments by rail. The broad areas of the functioning of the BDU are as follows:-

- To increase the present rail share of railways in the traditional bulk commodity movement.
- To attract the new non-bulk traffic from the local industries into rail mode.

Constitution of BDU

Eastern Railway has constituted Business Development Unit at Zonal and Divisional level in all the four divisions.

At Zonal level -

Coordinator - CFTM (Chief Freight Transportation Manager) (Mobile No. 9002020902) with following members :

- Chief Commercial Manager/Freight Marketing (CCM/FM)
- Chief Rolling Stock Engineer/Freight (CRSE/F)
- Financial Advisor and Chief Accounts Officer/Traffic (FA&CAO/T)

At the Divisional level

Coordinator – Sr. DOM (Senior Divisional Operations Manager).

Sr. DOM/SDAH - Mobile No. 9002021900

Sr. DOM/HWH - Mobile No. 9002022900

Sr. DOM/ASN - Mobile No. 9002023900

Sr. DOM/MLDT - Mobile No. 9002024900

With the following Members of the respective division:

- Senior Divisional Commercial Manager (Sr.DCM)
 - Senior Divisional Finance Manager (Sr.DFM)
 - Senior Divisional Mechanical Engineer (Sr.DME)
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