

Position: Business Development Manager (Utilities)

Job Profile: We are looking for a self-starter with proven experience of selling in the Utilities/Energy sector. The Business Development Manager should be ambitious, determined and take ownership of the entire sales process and lead it.

Key Responsibilities:

- Responsible to strategize, develop and build business in the Utilities sector
- Own the sales process from initiation to contract closures
- Liaise with functional and support team on the product/service
- Collaborate with functional/technology teams in building and enhancing the product
- Prioritise on potential clients/accounts and strategise to convert
- Negotiate on pricing and contractual agreements to close the sale
- Handle business operations and CRM for the region
- Prepare comprehensive business proposals and engagement letters for existing and new clients
- Market research and market knowledge for potential opportunities and develop higher competency and values against competitors
- Develop and manage sales pipeline to achieve targeted revenue objectives

Candidate Profile:

- Educational Qualification: MBA/M.E/M.Tech/B.E/B.Tech (Energy)
- Minimum 6 years of experience in sales in the Energy Sector
- At least 2 years of experience handling/managing a region
- Excellent communication skills
- Must be multi linguistic
- Willing to travel
- Must have hands on experience in preparing complex sales /business proposals
- Ability to work with a large team across different functional areas
- Must have excellent presentation skills

Job Location: Gurgaon