

Position: Regional Manager - Sales (North)

Founded by Vibhav Nuwal & Vishal Pandya, the company has grown from 2 members in 2010 to over 120 team members spread across India and internationally. The company started with Renewable Energy Services as its foundational business through trading of Renewable Energy Certificates and quickly expanded to providing technology based solutions for electricity grid and renewable energy management. It achieved a major milestone in establishing Renewable Energy Management Centers across 11 control centers in India. The company has since expanded to providing a host of technology driven solutions to stakeholders across multiple sectors.

Job Profile:

- Develop an overall understanding of the renewables business comprising Forecasting and Scheduling and Environmental Markets including IRECs and Carbon Credits.
- Lead all Business Development activities for the renewable segment in the concerned region by developing a roll-out strategy, developing and managing relationships in key IPPs and clients.
- Lead and support Sales Team in day-to-day activities and work in close coordination with other regional sales and client operations teams.
- Represent REConnect at appropriate platforms including CERC, SERCs, SLDCs, State Nodal Agencies etc on matters related to the services offered by REConnect.
- Market Research and Market knowledge for potential opportunities and develop higher competency and values against our competitors.
- Prepare good presentations and reports on demand.
- Prepare comprehensive proposals and engagement letters for existing and new clients.
- Must be ready to travel extensively, even to remote areas if required.
- Day-to-day CRM with existing clientele.

The candidate should be result oriented, self-motivated and must be able to take complete ownership of the entire function. The candidate should feel excited to be a part of a fast-paced start-up.

Expected Skill Set:

- Educational Qualification: B. Tech (Electrical or equivalent) and/or MBA
- Very good communication skills
- Experience in Report writing
- Experience in preparing proposals and handling contracts
- Experience in Customer Relationship Management
- Good at Excel and other analytical tools

Experience: Minimum 5 Years

Location: Gurgaon