

Devidayal Solar Solution Pvt Ltd

About the company:

Devidayal Solar Solutions focuses on the design, sales and distribution of solutions in the distributed renewable energy space. The flagship product of the company is solar-powered efficient refrigeration systems that are used for income-generating activities. Devidayal Solar is the winner of the Global LEAP Consumer Affordability award 2019 and has been incubated and recognised at several places like Villgro, Social Alfa, GOGLA.

Devidayal Solar is an equal opportunity employer and extremely committed to fostering workplace equity. We encourage qualified candidates from under-represented demographics to apply.

Job Description 1:

Title - Export Manager

Location - Mumbai

What are we looking for?

The Export Manager will have DRE industry experience, knowledge of the solar and product sectors, and the ability to work successfully with team members in a self-starting fast-paced work environment. The Manager should be able to manage multiple projects and priorities simultaneously and be able to effectively collaborate with internal and external stakeholders, customers and other strategic partners.

Responsibilities and Duties

- Develop the export market in Africa and other geographies.
- Identify, network & collaborate with last mile distributors

Requirements:

- Minimum 10 years' experience
- Have proven experience in a similar business development role, selling solar products, solutions and services in the DRE sector
- Strong network within the DRE & social development community
- Knowledge of [East] African market and network of distributors
- Self-starter and results-oriented: Proven experience of working to targets and achieving them within established timelines in a commercial or sales driven role
- Able to lead the customer journey from initial prospect identification to signing contracts
- Ability to work with financial models and create detailed proposals
- Excellent communication and presentation skills
- Ability to build and implement customer acquisition plans.
- Proven track record of dealing with stakeholders, including customers, government officials and other target groups
- Pay-as-you-go technology working knowledge
- Technical understanding of refrigeration/renewable technologies is a plus
- Willing to travel

Job Description 2:

Title - Business Development Manager

Location - Mumbai

What are we looking for?

The Business Development Manager (BDM) will have DRE industry experience, knowledge of the solar and product sectors, and the ability to work successfully with team members in a self-starting fast-paced work environment. The Manager should be able to manage multiple projects and priorities simultaneously and be able to effectively collaborate with internal and external stakeholders, customers and other strategic partners.

Responsibilities and Duties

- Development of B2B channel
- Planning and overseeing new marketing initiatives and improving sales
- Conducting Market research in the potential Value Chain

Requirements:

- Minimum 10 years' experience
- Have proven experience in a similar business development role, selling solar products, solutions and services in the DRE sector
- Strong network within the DRE & social development community
- Self-starter and results-oriented: Proven experience of working to targets and achieving them within established timelines in a commercial or sales driven role
- Able to lead the customer journey from initial prospect identification to signing contracts
- Ability to work with financial models and create detailed proposals
- Excellent communication and presentation skills
- Ability to build and implement customer acquisition plans.
- Proven track record of dealing with stakeholders, including customers, government officials and other target groups
- Technical understanding of refrigeration/renewable technologies is a plus
- Willing to travel

To apply:

<https://ddsolar.in/home-page/careers/>

Email to this address:

Send your CV to: tushar@ddsolar.in

