



URDHVAM ENVIRONMENTAL TECHNOLOGIES

About the company:

Urdhvam Environmental Technologies Pvt Ltd, which is based out of Pune, uses IT, IoT, Robotics and Technology as enabler to develop innovative, affordable and scalable products that would revive fast depleting groundwater resources in India. We strive to provide safe and sustainable water for drinking and domestic purposes, irrigation needs of farmers and make villages/habitations sustainable for future generations. We work on water and groundwater issues in Water domains. We have recently launched a unique, innovative and patented smart rainwater harvesting technology, BoreCharger (www.borecharger.com), that enhances the recharge substantially and increases the yield and duration of water supply of failed or low yielding borewells. We would like to invite applications from suitable candidates who are passionate about water issues in India and want to grow with companies in this niche domain.

At Urdhvam we also undertake projects in following areas:

- Groundwater Management
- Aquifer Mapping
- Groundwater Prospecting
- Hydrogeological Assessment
- Geological & Geophysical Mapping
- Water Budgeting And Auditing
- Watershed Treatment & Management
- Rain Water Harvesting
- Surface Water Management
- Central Groundwater Authority (CGWA) Compliance
- Groundwater Pollution Plume Analysis
- Environmental Impact Assessment (Water & Groundwater)

Video Links

BoreCharger YouTube

Channel <https://www.youtube.com/channel/UC13cTbjVsapVAFsK7bx5N0A>



URDHVAM ENVIRONMENTAL TECHNOLOGIES

1. Job Description:

Title: Sales Head

Location: Pune, HO

Reporting to: CEO

What are we looking for?

To develop and drive sales strategies in accordance with Company's goals for bringing in Sales volumes, establish and increase market share and profitability through Annual Business Plan (ABP).

Key responsibilities will include:

- To lead the Sales function and team for implementation field sales and its systematic monitoring of ABP.
- Capture market feedback and discuss with the team as well as the management for bringing in positive changes in the existing system wherever necessary.
- To develop necessary distribution systems by appointing Vendor/Franchise and contracting as per company policy.
- To develop relationships with various organizations for ensuring Institutional Sale.
- Work on general trade and consumer feedback and discuss time to time with the management for improvement.
- Team motivation and monitoring of daily sales activity and provide necessary support.
- Provide support to manufacturing for development of new products from the market point of view.
- Develop and Establish reporting system for Sales team for the management. Ensure to maintain hierarchy of reporting while conducting team meetings
- Ensure the Sale as per ABP
- Ensure growth in market share (new areas, new modern trades, institutional business)
- Ensure payment in time and adhering to credit time provided to super Franchise/distributors.
- Ensure discipline for the sales team in terms of duty timing, leaves, market presence as well as order processing on a daily basis.
- Discuss and decide Key Result Areas with management for team and self and its successful implementation.
- Work closely with other departments like Manufacturing, Dispatch and Logistics, Accounts and HR.
- Proactively conduct surveys of market and competitor to initiate new development in company regards to new SKU, Product placement and best practices.
- To provide support in arranging training programs for various stakeholders.



URDHVAM ENVIRONMENTAL TECHNOLOGIES

Desired skills, Competencies & experience:

- The ability to deliver in a fast-paced and high-pressure environment.
- Proven ability to stand up and mentor highly motivated organizations.
- Strong Communication skills (Oral & written), analytical, Stakeholder Management,
- Problem Solving and Business presentable skills, Leadership Skills, culture Awareness, negotiation skills.
- Demonstrated ability to prioritize & drive competing for work demands, within assigned deadlines.

Education:

- Graduate, MBA (A Grade College) – Sales and Marketing, Well versatile with computer systems knowledge and proficiency in communication (written and verbal).
- The candidate needs to be a seasoned sales manager who has had experience in the following industries (in order of priority):
 - Agri Pumps
 - Irrigation companies
 - Agri Inputs like fertilizer, pesticides
- Proven experience 7-12 yrs in Agriculture sales business

To apply:

Interested candidates please send your resume to hr@urdhvam.com .



URDHVAM ENVIRONMENTAL TECHNOLOGIES

2. Job Description:

Title: Sales Executive (B2B2C)

Location: All over Maharashtra

Reporting to: Sales Manager

What are we looking for?

You will visit prospects, organize sales calls, convert leads generated through campaigns and promotional events that can make a difference for our company's success according to trends and customer requirements. The ideal candidate will be passionate about the "art" of selling and will have an abundance of ideas to execute sales strategies.

Key responsibilities will include:

- Bring new channel partners on board and maintain relationships with existing partners.
- Understand customer requirements and business needs to cross-sell and up-sell the company's products.
- Coordinate with the operation team and management team to deliver and meet customer/ channel partner expectations.
- Act as a bridge for communication between the customers - Channel partners and Management.
- Look after Training and Handholding for new channel partners.
- Coordinate with other sales executives and channel partners to avoid any potential conflicts.
- Coordinate with channel partners to maximize sales.
- Manage funnels, forecast, and seize sales opportunities.
- Drive and manage sales and marketing campaigns.
- Attending exhibitions and conferences.

Desired Skills, Competencies & experience :

- Ability to deliver in a fast-paced and high-pressure environment.
- Proven ability to stand up and mentor highly motivated organizations.
- Strong Communication skills (Oral & written), analytical, Stakeholder Management,
- Problem Solving and Business presentable skills, Leadership Skills, culture Awareness,
- negotiation skills.
- Demonstrated ability to prioritize & drive competing for work demands, within assigned deadlines.



URDHVAM ENVIRONMENTAL TECHNOLOGIES

Education:

- Graduate Any
- Well versatile with computer systems knowledge and proficiency in communication (written and verbal)
- Proven experience in channel sales as Sales executive or similar role with 2-3 years. Work experience in either Agri, AgriTech, Water, Irrigation, etc.

To apply:

Interested candidates please send your resume to hr@urdhvam.com .



URDHVAM ENVIRONMENTAL TECHNOLOGIES

3. Job Description

Job Title: Sales Executive (B2C)

Location: All over Maharashtra

Reporting: Sales Manager

What are we looking for?

You will visit prospects, organize sales calls, convert leads generated through campaigns and promotional events that can make a difference for our company's success according to trends and customer requirements. The ideal candidate will be passionate for the "art" of selling and will have an abundance of ideas to execute sales strategies.

Key responsibilities will include:

- To identify, source and secure both long term and short-term groundwater exploration, recharge, development, mapping business opportunities.
- To develop new business opportunities within current and new customer bases in accordance with the sales strategy.
- To look after client retention by ensuring customers' ongoing expectations are met.
- To manage day to day sales activities, including proposal, service agreement, and prospecting and market development.
- To support the service team by providing customer feedback.
- To develop good client relationships.
- To provide reports as per the requirement.
- To assist with debt collection
- Collaborate with managers in preparing budgets and monitoring expenses

Desired Skills, Competencies & experience :

- Ability to deliver in a fast-paced and high-pressure environment
- Proven ability to stand up and mentor highly motivated organization
- Strong Communication skills (Oral & written), analytical, Stakeholder Management, Problem Solving and Business presentable skills, Leadership Skills, culture Awareness, negotiation skills.
- Demonstrated ability to prioritize & drive competing for work demands, within assigned deadlines.

Education:

- Graduate Any
- Well versatile with computer systems knowledge and proficiency in communication (written and verbal).



URDHVAM ENVIRONMENTAL TECHNOLOGIES

- Proven experience as Sales executive or similar role with 2-3 years Work experience in either Agri, AgriTech, Water, Irrigation, etc.

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URDHVAM ENVIRONMENTAL TECHNOLOGIES

4. Job Description

Job Title: Marketing Executive

Location: Pune, HO

Reporting: Sales Manager

What are we looking for?

You will organize creative campaigns and promotional events that can make a difference for our company's success according to trends and customer requirements. The ideal candidate will be passionate about the "art" of marketing and will have an abundance of ideas for building efficient strategies.

Key responsibilities will include:

- Conceive and develop efficient and intuitive marketing strategies
- Organize and oversee advertising/communication campaigns (social media, TV etc.), exhibitions and promotional events.
- Conduct market research and analysis to evaluate trends, brand awareness and competition ventures.
- Initiate and control surveys to assess customer requirements and dedication.
- Write copy for diverse marketing distributions (brochures, press releases, website material etc.).
- Maintain relationships with media vendors and publishers to ensure collaboration in promotional activities.
- Monitor progress of campaigns using various metrics and submit reports of performance
- Collaborate with managers in preparing budgets and monitoring expenses
- Marketing Executive is also responsible for generating Lead pipelines for B2C, Sales Dealers, Distributors and Sales Channel Partners across different territories.

Desired Skills, Competencies & experience :

- Ability to deliver in a fast-paced and high-pressure environment
- Proven ability to stand up and mentor highly motivated organization
- Strong Communication skills (Oral & written), analytical, Stakeholder Management, Problem Solving and Business presentable skills, Leadership Skills, culture Awareness, negotiation skills.
- Demonstrated ability to prioritize & drive competing for work demands, within assigned deadlines.



URDHVAM ENVIRONMENTAL TECHNOLOGIES

Education:

- Graduate Any
- Well versatile with computer systems knowledge and proficiency in communication (written and verbal)

To apply:

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URDHVAM ENVIRONMENTAL TECHNOLOGIES

5. Job Description

Title: Customer Support Executive

Location: Pune, HO

Reporting: Sales Manager

What are we looking for?

Handle calls from customers and provide support to them in any way possible. You will be required to work in a time-bound environment and ensure that Leads will convert to quality leads and transfer to the sales team to its best quality. You are responsible for meeting personal and team targets as well as our Sales Team.

Key responsibilities will include:

- Obtains client information by answering telephone calls; interviewing clients; verifying information.
- Handle many inbound and outbound calls to customers and clients.
- Determines eligibility by comparing client information to requirements.
- Establishes policies by entering client information; confirming pricing.
- Informs clients by explaining procedures; answering questions; providing information.
- Maintains and improves quality results by adhering to standards and guidelines; recommending improved procedures.
- Updates job knowledge by studying new product descriptions; participating in educational opportunities.
- Accomplishes sales and organization mission by completing related results as needed.
- Upsell other products wherever possible.
- Meet personal targets and work towards meeting team targets.
- Maintain records of the conversations with the customer and analyze the data.
- Write and submit timely reports on performance, targets and customer queries.

Desired Skills, Competencies & experience:

- Ability to deliver in a fast-paced and high-pressure environment
- Proven ability to stand up and mentor highly motivated organization
- Strong Communication skills (Oral & written), analytical, Stakeholder Management, Problem Solving and Business presentable skills, Leadership Skills, culture Awareness, negotiation skills.
- Demonstrated ability to prioritize & drive competing for work demands, within assigned deadlines.



URDHVAM ENVIRONMENTAL TECHNOLOGIES

Education:

- Graduate Any
- Well versatile with computer systems knowledge and proficiency in communication (written and verbal)

To apply:

Interested candidates please send your resume to hr@urdhvam.com



URDHVAM ENVIRONMENTAL TECHNOLOGIES

6. Job Description

Title: Accounts Executive

Location: Pune, HO

Reporting to: CEO

What are we looking for?

To establish financial status by developing and implementing systems for collecting, analyzing, verifying and reporting information also work closely with our financial management team.

Key responsibilities will include:

- Manage and oversee the daily operations of the accounting department including:
 1. month and end-year process
 2. accounts payable/receivable
 3. cash receipts
 4. general ledger
 5. payroll and utilities
 6. treasury, budgeting
 7. cash forecasting
 8. revenue and expenditure variance analysis
 9. capital assets reconciliations
 10. trust account statement reconciliations, check runs
 11. fixed asset activity
 12. debt activity
- Monitor and analyze accounting data and produce financial reports or statements
Establish and enforce proper accounting methods, policies and principles
- Coordinate and complete annual audits
- Provide recommendations
- Improve systems and procedures and initiate corrective actions
- Assign projects and direct staff to ensure compliance and accuracy
- Meet financial accounting objectives
- Establish and maintain fiscal files and records to document transactions

Desired Skills, Competencies & experience:

- Ability to deliver in a fast-paced and high-pressure environment
- Proven ability to stand up and mentor highly motivated organization
- Strong Communication skills (Oral & written), analytical, Stakeholder Management, Problem Solving and Business presentable skills, Leadership Skills, culture Awareness, negotiation skills.



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- Demonstrated ability to prioritize & drive competing for work demands, within assigned deadlines.

Education:

- Graduate, Commerce
- Well versatile with computer systems knowledge and proficiency in communication (written and verbal)
- Preference will be given to candidates holding Post-Graduation in Finance

To apply:

Interested candidates please send your resume to hr@urdhvam.com