



## **Business Development - Rooftop solar projects**

**Position Summary:** This position is responsible for driving the rooftop solar investment & consulting business at our high potential start-up in solar energy space. You will be required to engage with potential customers and offer them our services.

This position is for you if you have a natural gift for understanding and assessing customer problems, market opportunities and major trends. You should love talking to customers and have a flair for engaging with customers. You should believe in partnering with customers to enable them to switch to solar.

The role does not require much travelling and is essentially a desk job. Sincere & committed women candidates are encouraged to apply.

**Experience** - Candidates with experience of 1 to 4 years are encouraged to apply

### **Job Description:**

1. Identify potential customers and lead sales efforts of the company.
2. Work with investors, banks and other financial intermediaries to secure investment in solar projects
3. Engage with customers and structure a transaction meeting their requirements
4. Work closely with solar EPC companies to enable building of rooftop solar energy projects
5. Draft proposals

**Eligibility Criterion:** Any Graduate with experience in sales, Solar experience is desirable but not mandatory

- Ability to learn new skills
- Good understanding of Excel, Word, .PPT
- Comfortable with maths and numbers. Should have consistently scored above average in the subject
- Sales orientation and experience
- Good communication skills - Both English & Hindi - Written and Spoken
- Good academic credentials



## **About us**

We are India's 1st online marketplace for rooftop solar solutions. We work with reliable solar EPC companies, investors and banks to enable our customers to switch to solar. Customers are able to select reliable installer, right technology and receive competitive pricing when they buy their solar project through exchange4solar platform.

**Exchange4solar has received equity investments by leading corporates such as Dalmia Cements & Holostik. The venture is part of AIM Smart cities accelerator programme of Microsoft Ventures, ISB - Hyderabad & Ashoka University.**

As a member of exchange4solar, we would ask for your commitment to deliver outstanding quality and results that exceed client expectations. In addition, we expect your personal accountability in all the products, actions, advice and results that you provide as a representative of *our organization*. Dependability and sense of responsibility are attributes that are highly valued by us and all team members shall be expected to adhere to the same. In return, we are committed to providing you with every opportunity to learn grow and stretch to the highest level of your ability and potential.

## **Company culture and values**

We want to build a company with following value system and you believe in similar values and are agree to act as custodian of the same at all times:

- Never say die attitude
- Always pushing the boundaries and improvising on deliverables
- Respect for all team members
- Humility
- Being a learning machine
- Keeping the interest of venture over and above your personal interest
- High personal integrity

## **Location of work**

Location of work shall be Andheri (E), Mumbai for this profile