



GRAMPOWER

Gram Power (India) Pvt. Ltd.

Ph: +91-141-2358178

Email: info@grampower.com

Website: www.grampower.com

| | |
|---|--|
| Job Title | Business Development Manager – Energy Management |
| Department | Business Development |
| Location | Jaipur |
| Experience Desired | 2+ Years |
| Education Background | <ul style="list-style-type: none">- Bachelors/Masters in Engineering (Preferably Electrical/Computer Science)- MBA – Marketing |
| About Gram Power | <p>Founded in California in 2010, Gram Power is an energy technology company that has developed and patented the industry's lowest cost and most advanced smart electricity meter. The company is venture funded by investors in the US and Switzerland, and with a 100+ person team is the fastest growing smart metering company in the country.</p> <p>With our technology and business solution, we have eliminated power theft and radically reduced losses for various Utilities in India. Within the next decade, we are digitizing the power distribution infrastructure in India to make energy affordable, accessible and intelligent!</p> |
| Why is this a great position to work for | <ul style="list-style-type: none">- You will be part of the business development team that is launching a whole new product line for the company in a new market- You will get a diverse set of experiences in marketing, distribution, and product management- You will build various models for distribution, and create value propositions for a diverse set of clients- You will closely work with the senior management at Gram Power |
| Why is Gram Power a great place to work in | <ul style="list-style-type: none">- You will be given a lot of freedom to innovate and experiment with different strategies in the market- You will get the opportunity to be a core contributor in designing and executing the company's marketing strategies both for online and offline sales- You will have a great deal of autonomy and rapid career growth- You'll have the opportunity to learn best practices from top business leaders from Silicon Valley and across the world through our strong network and founding team |

Correspondence Office: 120 Vishnu Marg, Officer's Campus Extension, Near Sanskar School, Jaipur - 302012

Registered Office: E-418, Road No.14, VKIA, Jaipur - 302013



GRAMPOWER

Gram Power (India) Pvt. Ltd.

Ph: +91-141-2358178

Email: info@grampower.com

Website: www.grampower.com

| | |
|--|---|
| What are the core skills needed to succeed in this role | <ul style="list-style-type: none">- Prior experience of selling a technology product or service- Strong documentation and corporate communication skills- Ability to develop in depth understanding of technology products- Demonstrable experience in building partnerships or distributors- Willingness to travel extensively pan India- Ability to prepare and deliver emphatic presentations |
| What activities are under the purview of this position | <ul style="list-style-type: none">- Identify and evaluate off-beat distribution channels for our energy management solutions- Build partnerships with other organizations for distribution and marketing- On-board distributors in our target markets- Work closely with clients to get user feedback and incorporate them in the product in collaboration with the product team- Train and support distributors through joint client visits, demos, trials- Plan and implement operating plans to achieve sales targets in industrial, commercial and real estate markets- Prepare commercial offers, presentations, and proposals for various leads |
| Contact | Please forward your resume and cover letter to mudita@grampower.com |

*** Employee's Roles and responsibilities at the Company can be modified/ changed at the discretion of the management from time to time.

Correspondence Office: 120 Vishnu Marg, Officer's Campus Extension, Near Sanskar School, Jaipur - 302012
Registered Office: E-418, Road No.14, VKIA, Jaipur - 302013