



# GRAMPOWER

Gram Power (India) Pvt. Ltd.  
Ph: +91-141-2358178  
Email: [info@grampower.com](mailto:info@grampower.com)  
Website: [www.grampower.com](http://www.grampower.com)

<b>Job Title</b>	Business Development Manager – Utilities
<b>Department</b>	Business Development
<b>Location</b>	Jaipur
<b>Experience Desired</b>	10+ Years
<b>Education Background</b>	<ul style="list-style-type: none"><li>- Bachelors/Masters in Engineering (Preferably Electrical/Computer Science)</li><li>- MBA – Marketing</li></ul>
<b>About Gram Power</b>	<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>
<b>Why is this a great position to work for</b>	<ul style="list-style-type: none"><li>- You will be part of the business development team and help in strategizing the company's annual marketing strategy</li><li>- You will have direct access to senior leadership of our clients, various Ministries, and at Gram Power, hence giving you the opportunity to build a strong network for yourself</li><li>- You will build various skills in evaluating business opportunities from various techno-commercial parameters</li><li>- You will closely work with and directly report to the CEO</li></ul>
<b>Why is Gram Power a great place to work in</b>	<ul style="list-style-type: none"><li>- You will be doing high impact work as business development managers help us commercialize our technology to help Utilities radically reduce losses and make power radically affordable for all</li><li>- You will get the opportunity to be a core contributor in designing and executing large scale infrastructure projects for the country's progress</li><li>- You will have a great deal of autonomy and rapid career growth</li><li>- 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</li></ul>

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<b>What are the core skills needed to succeed in this role</b>	<ul style="list-style-type: none"><li>- Prior experience of successfully bidding in government tenders, preferably with DISCOMs</li><li>- Strong documentation and corporate communication skills</li><li>- Ability to develop in depth understanding of technology products</li><li>- Demonstrable experience in building partnerships and consortiums for tenders</li><li>- Willingness to travel extensively pan India</li><li>- Strong working network in Utilities in India and abroad</li></ul>
<b>What activities are under the purview of this position</b>	<ul style="list-style-type: none"><li>- Collaboratively building new business models and acquiring new projects with Utilities for Gram Power's products</li><li>- Searching and evaluating tenders in accordance with Gram Power's product line</li><li>- For new initiatives or models, taking tenders from initiation to closure</li><li>- Managing all documentation and communication with the government for various projects</li><li>- Building partnerships with other organizations to qualify for tenders</li><li>- Effectively pitching Gram Power's technology and business model solution</li><li>- Collaborating with our technical teams to comply with various tender requirements</li><li>- Convincing the authorities to make necessary amendments to project requirements</li><li>- Preparing complete documentation for tender submissions</li></ul>
<b>Contact</b>	Please forward your resume and cover letter to <a href="mailto:jobs@grampower.com">jobs@grampower.com</a>

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

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