

Business Developer Internship

Amplus Solar is the largest Indian distributed Solar company, developing turnkey small to midsize renewable generation projects in India and providing captive power solutions to consumers, based on an OPEX model.

The company is run by veterans of the power industry with significant experience of developing, constructing and operating power plants.

Amplus constructs and operates distributed rooftop and Open Access solar projects for industrial and commercial customers under long-term power purchase agreements.

Amplus is Backed by a big American Investment fund: I Squared Capital.

Amplus seeks to expand in Asia, Middle East and in other sectors as the energy efficiency Market.

JOB DESCRIPTION

- Meet prospective/existing clients, manage, orchestrate and present direct proposal.
- Meet existing clients to map further business opportunities both within India and other international locations.
- Close new business deals by methodical follow-ups with latent clients.
- Facilitate the understanding of the company's business model and products.
- Maintain and expand the existing client database of the organization.
- Acquiring industry specific knowledge by participating in conferences, representing the company for brand awareness.
- Market research.
- Provide key strategy suggestions.

DESIRED CANDIDATE PROFILE

- Graduate Student (Master in Management or Engineering)
- International profile
- Advanced oral and written English
- Good communication skills
- Adaptability and flexibility
- Curiosity

- Hard Worker
- Demonstrated success in selling goods or services in a corporate environment
- Interest for the energy sector
- Willing to help in the company expansion
- Tech savvy
- Keen Observer
- Desire for success
- Ability to engage and influence the management team
- Ability to persevere through long gestation period for **sales** closure

Compensation : INR 75,000/- Monthly

INDUSTRY : Energy

FUNCTIONAL AREA : B2B Sales, customer acquisition, client servicing

ROLES : Business Development Trainee

KEY SKILLS

Business Development

Customer Relationship Management

Lead Generation

Market Studies

Marketing

Sales

