



STAR-CENTRE

Role: Solar PV Business Development Executive



Responsibilities:

1. Market Research

- Analyzing market trends and identifying potential customers for solar PV solutions.
- Keeping track of central and state solar policies to align business strategies.

2. Client Engagement

- Building and maintaining relationships with clients to understand their needs and propose suitable solar solutions.
- Conducting presentations and demonstrations to showcase the benefits of solar energy.

3. Sales Strategy Development

- Developing strategies to promote rooftop, ground-mounted, and off-grid solar solutions.
- Collaborating with sales teams to generate leads and close deals.

4. Proposal Preparation

- Creating detailed proposals and cost estimates for solar projects.
- Assessing project feasibility and preparing project documentation.

5. Networking

- Attending industry events and conferences to expand professional networks and stay updated on industry developments

Qualifications:

- Completed 2nd year of UG
- Pursuing 2nd year of UG and continuous education
- Completed 2nd year of diploma (after 12th)
- Pursuing 2nd year of 2-year diploma after 12th
- 12th pass with 1 year Vocational Education & training (by industrial training institute or university or concerned ministry)
- Completed 3 year diploma after 10th with 1 year relevant experience
- 12th Grade pass with 2 year relevant experience

- 10th Grade pass with 4 year relevant experience
- Previous relevant Qualification

Skills:

1. Knowledge of Renewable Energy

- Understanding solar technologies and market trends is crucial for promoting solar solutions effectively

2. Sales and Negotiation Skills

- Ability to negotiate contracts and close deals with clients, ensuring mutually beneficial agreements

3. Communication Skills

- Strong verbal and written communication skills to convey technical information clearly to clients and stakeholders

4. Networking and Relationship Management

- Building and maintaining relationships with clients, partners, and industry stakeholders is essential for business growth

5. Analytical Skills

- Ability to analyze market data and customer needs to develop effective business strategies

6. Technical Proficiency

- Familiarity with solar PV systems, including installation and operational aspects, to provide informed solutions to clients