



**A2P Energy Solution Pvt Ltd**

**Energy Harvest Trust**



**Job Title:** Manager – Green Energy - Business Development

**Designation:** Manager

**Reports To:** CEO

**Location:** Chandigarh / Mohali

**Work Experience:** 2 to 5 years (open for more work experience depending upon the candidate fitment)

**Working days & Shift:** 6 days a week, day shift

**Last Date to apply:** 17<sup>th</sup> May 2022

**Organizational Summary:**

**A2P Energy:** A2P Energy is an internationally recognized and awarded company working towards green energy projects in India. A2P Energy works in the midst of green energy and technology. Apart from having its own manufacturing units for Green Fuels, A2P Energy runs a technology platform for biofuel trading and also consults in Green fuel technologies. A2P Energy's work has been awarded by the likes of UN, Startup India and WorldBank.

**Energy Harvest Trust:** Energy Harvest is the social not for profit arm of A2P Energy. Energy Harvest, on one hand works with farmers for training, outreach, biomass collection and on the other hand works with industry on projects related to farm waste collection, farmer training and R&D in biomass value chain.

Please visit [A2P Energy](#) and [Energy Harvest](#) for more details.

**Role:**

The incumbent will be a part of the management team and will focus on new market development in the green energy space. The role focuses on new business development in

- a) Green fuel products for the industry that are shifting to carbon neutral energy products.
- b) Getting more users for the technology platform for trading of biofuels

We are seeking a business development manager who has knowledge in the energy domain, has passion for the circular economy, is a self-starter and works independently with clear focus on results. Experience of sales in the energy sector will be a plus.

**Responsibilities:**

- **Sales and Marketing**
  - Build a sales and marketing plan with clear cut actions.
- **Project Management**
  - Project Management for new accounts, starting from inception to ongoing long term business.
- **Market Feasibility**
  - Do market feasibility of new products with active stakeholder engagement.
- **Brand Building**
  - Develop a brand strategy for new products and keep that strategy in focus for all the activities
- **Finance**
  - Keep track of the finances for the new product line with a focus on P&L

**Skills Set and Qualifications:**

- 2 -5 years of experience –open for less or more work experience depending upon the candidate fitment.
- Prior experience in any/all of these fields: clean energy, carbon neutrality and technology.
- Prior experience in sales and new product launch will be useful
- Good Communication and interpersonal skills
- Time management and organisational skills
- Problem-solving skills
- Analytical skills
- Management skills
- Commercial awareness

**Qualification:**

- Graduation in Energy/Sustainability /B.Tech
- MBA preferred

**Compensation:**

Mix of fixed and variable, variable would be target driven

**Position Type:**

Contractual (might be changed to permanent depending upon performance and need)

Send your CVs at [info@a2penergy.com](mailto:info@a2penergy.com) with a subject “CV for Manager - Green Energy”