

Job Descriptions

Manager - Planning & Management (EVCI) (Contractual)

- 1) This is a business development and commercial role which involves directly working with the EVCI Head on securing, negotiating, and developing EV Charging sites across India.
- 2) Support the EVCI Head with business infrastructure rollout, network planning and implementation.
- 3) Account management approach to interacting with business stakeholders, government (Land /Revenue authorities, Municipalities) and other private agencies with site/s for setting up EV Chargers.
- 4) Must be able to work independently and close commercial agreement/s with government /private agencies for developing public use EV charging infrastructure.
- 5) Develop and implement commercial strategies according to company goals and objectives.
- 6) Develop strategy to have new customers and manage client relationships (new and existing).
- 7) Should have hands on experience in Business and Project Development preferably in retail fuel stations deployment.
- 8) Build a strong network with stakeholders and customers, especially in urban areas Pan India.
- 9) Should possess a working knowledge and understanding of the Indian Electric Mobility Sector.
- 10) Must be capable of designing and delivering excellent presentation internally/ externally.
- 11) Must be capable of preparing documentation and commercial bids as per specification.
- 12) Shall be required to support business development initiatives including but not limited to proposal writing, development of business/financial model and strategy documents.
- 13) Shall monitor the market and competitors, identify, and develop the company's unique selling propositions and differentiators.
- 14) Shall represent organization at any conferences, meetings, and events as appropriate.
- 15) Any other roles and responsibilities assigned by management from time to time.

Key Skills Required

- Prior experience in business infrastructure rollout, network planning and implementation
- Must have prior exposure in infrastructure projects business development in urban and rural settings
- Prior experience in Client acquisition and account management in sectors such as Real estate, OMCs, EVCI, Telecom and/or Banking with a B2G interface would be preferred
- Adept in dealing with both business and technology requirements.
- Experience in preparing business agreement and proposals, lease agreements
- Experience in liaison with Govt / Corporate agencies.
- Excellent communication skills – presentation, verbal and written.
- Keen communicator with excellent interpersonal skills.
- Must have strong analytical skills.