

JOB DESCRIPTION	
Position Title	Solar Manager - Projects
Reports To	Chief Operating Officer
Department	New Products/Projects
Qualification	A bachelor's degree in electrical engineering (B.Tech in electrical engineering) is mandatory. An MBA would be a plus.
Work Experience	8-10 Years of proven experience in project sales
	Target and drive high megawatt solar projects
	Initial site survey and feasibility studies
Primary Duties	Develop and implement sales strategies for project sales
	Lead the planning, execution, and delivery of government projects, ensuring they meet the client requirements, timelines, and budgets.
	Identify and target large corporate, government institutions, factories, and other large-scale entities.
	Develop detailed project plans, risk management strategies, and ensure alignment with government policies and regulations.
	Prepare and submit all necessary documentation for government approvals, including proposals, reports, and progress updates.
	Lead and mentor a cross-functional team of engineers, project managers, and technical specialists.
	Monitor project costs, track expenses, and provide regular updates on financial performance.
	Drive project sales, manage the sales pipeline, and ensure the achievement of segment targets.
Secondary Duties	Build and maintain strong relationships with key customers and stakeholders.
	Provide regular reports on sales performance, market trends, and customer feedback to senior management.
	Work closely with other departments, such as marketing, engineering, and finance, to ensure the successful implementation of sales strategies.
Skills Required	Strong leadership and team management skills.
	Good presentation skill
	Excellent communication and interpersonal skills.
	Strategic thinking and problem-solving abilities.
	Proficiency in govt tenders, and project sales
	Proficiency in sales forecasting, lead generation, and pipeline management.
	Ability to work under pressure and meet deadlines.
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