



Amrut Energy Pvt. Ltd. is one of the leading and fastest growing companies in the solar energy sector, providing solar energy solutions, specialized in the manufacturing of high efficient solar water pumps and solar LED street lights. Established in 2014, we have amassed a respectable position in the renewable energy sector. We are proud to say that we have witnessed a growth rate of more than 2X in the last four financial years in a row.

Job Title: Technical Sales Executive

Job Location: Hyderabad

Eligible Branches: ECE, EEE & ME (Only Male candidates are preferred)

Graduating Year: 2021

Roles & Responsibility:

- Expanding the relationships with existing customers by continuously proposing solutions that meet their objectives
- Identify and target attainable opportunities in the market for long-term strategy & organisational goals
- Identification and evaluation of business opportunities by keeping an eye out for business best practices, trends, and principle
- Developing trust relationships with a portfolio of major clients
- Examine the profitability of each product, store location, and line of business to re-direct resources
- Leverage professional networks to attain critical resources
- Suggest actions to improve sales performance and identify opportunities for growth
- Oversee the sales process to attract new clients
- Work with senior team members to identify and manage risks
- Maintain fruitful relationships with clients and address their needs effectively
- Research and identify new market opportunities
- Prepare and deliver pitches to potential customers
- Foster a collaborative environment within the organization
- Visit to customers and client
- Daily reporting to Team Lead

Qualifications and Skills:

- Graduation in **B.Tech or B.E.** (Mechanical/ ECE/EEE.) is mandatory
- Strong communication and interpersonal skills with aptitude in building relationships with professionals and clients
- Excellent organizational skills
- Ability in problem-solving and negotiation
- Proficiency in communicating in Telugu and English

Terms and conditions regarding employment at Amrut Energy:

- 1) The selected candidate will be on **probation for the first 3 months**, in which his performance will be monitored.
- 2) In the first month of the probation, he will receive training. The training will be conducted online.
- 3) His stipend during the Training period will be **₹12,000/- per month (in-hand)**.
- 4) After the completion of the training period, his salary will be **₹18,000/- per month (in-hand)**.
- 5) The office timing is 9:15 AM to 6:15 PM. This is a Full-time position requiring approximately 54 hours per week. The company observes a 6 day work week, i.e. from Monday to Saturday.
- 6) At the end of the probation, a performance analysis will be performed. And if the company doesn't find his performance matching our benchmark and expectations, the company has the right to terminate the employment.
- 7) Our Company observes a policy of having **One Year of Service Bond** with the employee, which implies that if the employee chooses to leave the company before the completion of 1 year from his joining date, he is liable **to pay his 3 months of salary** which he received during his first 3 months of joining the company.
- 8) It is a target-based job. The selected candidate will have targets after the completion of the training period. If he fails to achieve the target, he might face a deduction in his salary. The decision for making salary deduction depends on the discretion of the Top Management and is completely based on his performance.

Note:

- **Training Period: 1 month**

Registration Link: <http://hub.rgukt.ac.in/hub/tnp/register>

Last Date for Registration: 9th Aug 2021,2:00PM.

**Sd/-
Placement office**