

## Business development Manager

### Description

The Business Development Manager will be accountable for identifying and pursuing new business opportunities, developing strategic partnerships, and driving sales growth in the renewable energy sector. This role requires a blend of strategic thinking, technical knowledge, and exceptional interpersonal skills to build and maintain relationships with key stakeholders, including clients, partners, and government entities.

### Responsibilities

- **Renewable Energy Technologies:** Proficiency in key technologies such as solar, wind, hydro, geothermal, or bioenergy.
- **Market Dynamics:** Understanding of market trends, regulatory frameworks, and competitive landscape in the renewable energy sector.
- **Regulatory Compliance:** Familiarity with relevant regulations, incentives, and environmental standards.

**Relevant Experience:** Minimum of 10 years in business development, sales, or a similar role within the renewable energy sector or related industries.

**Track Record:** Demonstrated success in securing contracts, driving revenue growth, or managing large-scale projects related to renewable energy.

**Strategic Planning:** Experience in developing and executing business strategies that align with company goals.

- **Project Management:** Experience managing renewable energy projects from conception through execution.
- **Financial Acumen:** Understanding of financial modeling, investment analysis, and economic feasibility of renewable energy projects.

**Regulatory Compliance:** Knowledge of regulations and incentives related to renewable energy, including subsidies, tax credits, and environmental standards.

- **Analytical Skills:** Strong problem-solving abilities and the capacity to analyze market data and trends.
- **Adaptability:** Ability to adapt to changing market conditions and emerging technologies.

**Partnerships:** Build and maintain relationships with key stakeholders, including government bodies, investors, and industry partners.

- **Project Development:** Collaborate with project teams to ensure alignment of business development strategies with project goals.

### Qualifications

(B.E./B Tech – Electrical, MBA will be preferred)

### Job Benefits

Flexible Work Culture

Flexible Work Timing

### Hiring organization

JOBCHAT HR SERVICES

### Employment Type

Full-time

### Duration of employment

Full Time

### Industry

Service

### Job Location

Rajkot – Gujarat

### Working Hours

09:30AM To 06:00PM

### Date posted

December 9, 2024

### Valid through

15.12.2024

**Contacts**

hr@jobchat.co.in