

Job Notification Form, IIT Delhi

Company Overview

Name: Amplus Solar, a member of PETRONAS

Website: <https://amplussolar.com>

Company Type: Other (Renewable Energy)

Description: Amplus Solar is Asia's leading distributed energy company providing low carbon energy solutions to industrial and commercial customers. Amplus provides clean energy to its clients by setting up both on-site solar projects (rooftop and ground-mounted) and off-site solar farms.

Amplus is a member of Petroliaam Nasional Berhad (PETRONAS) group, Malaysia and is headquartered in Singapore, with its regional offices in Gurugram, Bangalore, Bangkok, Dubai, Kuala Lumpur, Mumbai and Pune. Today, Amplus owns and manages a cumulative portfolio of 800+ MWp of distributed solar assets across Asia.

Amplus serves 200+ renowned Indian and multinational firms like Yamaha, Cisco, Reckitt Benckiser, Schlumberger, Carlsberg, ABB, TVS, Schneider, Qualcomm, Halliburton, GE, Honda among others, tripling its customer base from 2017 to 2020. Amplus' clientele comes from diverse industry verticals including manufacturing, warehousing, Aerospace & Defence, Automotive, FMCG, Consumer Durables, Pharma, Food processing, Retail chains, Educational institutes, Hospitals & Healthcare, Office buildings and other industrial or commercial establishments.

Amplus has also forayed into the Open Access segment and has a capacity of 400+ MWp ground-mount projects in Karnataka and Uttar Pradesh. Amplus has also diversified into new avenues such as Battery storage, Energy Efficiencies, Residential Solar, Electric vehicles and International Renewable Energy Certificates (I-RECs).

Amplus's operational plants are expected to cumulatively generate 14600 Million units of electricity over the 25 years duration of the projects. The CO2 abatement over the lifetime of these projects amounts to 15 Million Metric Tonnes. The environmental impact can also be equated to 17 Million mature trees absorbing CO2 for 40 years.

Job Details

Designation: Associate - Business Development

Type: Other (Business Development)

Place of Posting: Haryana/ Gurgaon

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Job Role :

- Meet prospective solar energy clients, execute effective presentations, emphasizing Amplus business model benefits with focus on the value of the solution
- Survey Industrial Clusters and do an insight of key personnel in an industry. Create client organization maps with contact details
- Develop strategies for assigned territory
- Assess sites to determine suitability for solar equipment, using equipment such as tape measures, compasses, and computer software.
- Prospect, educate, qualify, and generate interest for Sales Opportunities
- Develop and accomplish a lead generation plan
- Follow up with prospective clients with a flair for closing deals
- Attending sales group meetings concerning sales targets, forecasts, and reporting on market situation and competition
- Maintaining and expanding the database of prospects for the organization
- Providing suggestions to improvise on sales and marketing strategies
- Interaction at C-Level

Some of the skills that we are looking for irrespective of the functional specialization are:

- Self-Starters: You run things from the first day and should be able to work in unstructured environments. We love hustlers who believe in getting things done. A flat hierarchy makes you directly accountable for your work-stream
- Collaborative: The nature of our business is such that every project flows through each of the different departments and thus needs a collaborative outlook towards working. You can't work in silos and expect to succeed
- Biased towards action: While doing internet research and making fancy presentations is appreciated, an action-oriented outlook is what is really expected. You must be willing to get your hands dirty, and in our business, that phrase can be used "literally"
- Passionate: This is a dynamic sector and we are looking for passionate individuals with fresh thoughts to help us become an important player in this sector

Pls note - Job location can be between Gurgaon, Pune and Bangalore, post initial training at Gurgaon.

Joining By: 15 July 2022

Salary Details

CTC: 1,640,446 INR Per Annum

Gross: 1,200,000 INR Per Annum

CTC: 1,640,446 INR Per Annum

CTC	Fixed: 12,00,000
Breakup:	Variable: 2,40,000
	Telephone bill reimbursement: 12,000
	Handset Reimbursement: 10,000
	PF Employer contribution: 21,600
	Gratuity: 28,846
	Perq value for company accommodation: 1,08,000
Perks / Bonus:	Medical insurance for Self & family
	Free snacks & refreshments in office
	Free breakfast & dinner as per policy at office
	Annual Company offsite

Selection Process

Resume Shortlist:	Yes
Written Test:	No
Online Test:	No
Group Discussion:	No
Medical Test:	No
Personal Interview:	Yes
No. of Rounds:	2
No. of Offers:	2

Eligibility

Recruiting PHDs:	No
Eligible Departments:	B.Tech in Biochemical Engineering & Biotechnology, B.Tech in Chemical Engineering, B.Tech in Civil Engineering, B.Tech in Computer Science & Engineering, B.Tech in Electrical Engineering, B.Tech in Electrical Engineering (Power and Automation), B.Tech in Engineering Physics, B.Tech in Engineering and Computational Mechanics, B.Tech in Materials Engineering, B.Tech in Mathematics & Computing, B.Tech in Mechanical Engineering, B.Tech in Production & Industrial Engineering, B.Tech in Textile Engineering, B.Tech and M.Tech in Biochemical Engg & Biotechnology, B.Tech and M.Tech in Chemical Engineering, B.Tech and M.Tech in Computer Science & Engineering, B.Tech and M.Tech in Mathematics & Computing, B.Tech in Civil Engineering and M.Tech in Geotechnical and Geoenvironmental Engineering, B.Tech in Civil Engineering and M.Tech in Water Resources Engineering, B.Tech in Mechanical Engineering and M.Tech in Thermal Engineering, B.Tech in Mechanical Engineering and M.Tech in Computer Science & Engineering, B.Tech in Civil Engineering and M.Tech in Structural Engineering, B.Tech in Civil Engineering and M.Tech in Construction Engineering & Management, B.Tech in Textile Engineering and M.Tech in Computer Science & Engineering, B.Tech in Engineering Physics and M.Tech in Computer Science & Engineering, B.Tech in Chemical Engineering and M.Tech in

Computer Science & Engineering, B.Tech in Production & Industrial Engineering and M.Tech in Computer Science & Engineering, B.Tech in Mechanical Engineering and M.Tech in Computer Science & Engineering, B.Tech in Mechanical Engineering and M.Tech in Computer Science & Engineering, B.Tech in Production & Industrial Engineering and M.Tech in Production Engineering