

New Age Markets in Electricity Private Limited

About us: We are leveraging technology to build India's 1st OTC Platform for Power Sector that will democratize the Indian energy sector and bring transparency through information across the value chain.

Role Title	Graduate Trainee Executive: Business Development	
Department	Business Development	Location: Vijayawada
Functionally Reporting to	Assistant General Manager (Business Development)	

Purpose of the Job

To align the company's interests with MoP and regulatory guidelines while identifying and developing new business opportunities through clients, partnerships, and markets.

Roles & Responsibilities

1. Responsible to handle the Business needs as per the organizational demand.
2. BD Support- Collaborate with the BD team to create compelling business proposals, marketing materials, preparing contracts & agreements for new clients.
3. Analysis of power requirement and deficit scenario of Discoms.
4. Maintaining excellent client relationship for repeat business.
5. Should have worked/ interacted with the utilities/ Discom personnels/ Industrial clients and have good relations with the generators.
6. Skilled in Business development, strategic planning, Power portfolio management, Regulatory affairs, Cost optimization with innovative power solutions.
7. Monitoring competition and business mapping. Share market insights, market intelligence & feedback with the team to enhance product.
8. Assist in power trading and able to work on various electronic platforms and identifying growth opportunities.
9. Should be able to analysis the policies, guidelines, regulations, staff papers etc. issued by MoP, CEA, CERC, SERC etc. and its impact on company businesses.
10. Team Collaboration- Collaborate with cross functional teams such as legal, operations & finance to ensure smooth execution.
11. Relationship Building- Build and Nurture strong relationship with key industry stakeholder, including utilities, government agencies, regulatory bodies and potential clients.
12. Should be always ready to travel (inter & intra states), do liasioning for the potential clients, Onsite visits and able to part mocks and trainings for a better relationship building.

Functional Skills	<ul style="list-style-type: none"> ➤ Knowledge of Power Pricing & Power Purchase Agreements ➤ Should be able to understand the techno commercial aspects of power trading business. ➤ Understanding of guidelines related to MoP and various autonomous bodies ➤ Self-motivated – ability to manage campaigns with minimum of supervision. ➤ Should be excellent in communication skills, MS-Office (Excel, Word, PPT), relationship development and business generation follow-up. ➤ Should be willing to undertake travel to client offices and sites.
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JOB DESCRIPTION

Behavioral Skills	<ul style="list-style-type: none">➤ People skills including: acting with integrity and respect for others, negotiation, political sensitivity, professional impartiality, service orientation, personal time management and ability to achieve success through exercise of influence.➤ Ability to work with processes established to retain critical knowledge and facilitate knowledge transfer.➤ Ability to work in a fast paced, rapidly changing environment.➤ Regional Language speaking will be an add on Benefit.
Qualification	<ul style="list-style-type: none">➤ BE/B.Tech/B. Com /MBA-Marketing from a reputed institute
Experience	<ul style="list-style-type: none">➤ Fresher or,➤ Minimum 1-3 Years experience in Business Development Department in Energy Sector