

Associate/Sr. Associate/Manager/AGM – Business Development

About AMPIN Energy Transition

AMPIN Energy Transition is India's leading renewable energy transition company with a total portfolio of ~3GWp spread across 21 states in the country. Headquartered in New Delhi with regional offices in Mumbai, Bangalore & Kolkata, AMPIN is run by an industry leading team of professionals and backed by leading institutional investors from Europe, Asia and North America. AMPIN has a balanced portfolio of C&I and utility customers, providing them complete renewable energy transition solutions while reducing their operating costs. It has marquee customers across 10 diverse sectors such as Pharmaceuticals, Automobiles, Cement, Steel, Heavy Engineering, Infrastructure, FMCG, Educational Institutions, IT & Data centres, Utilities and Government bodies and can meet their short-term, medium term and long-term requirements across technologies such as Solar, Wind, Hybrids & Storage.

For more information on AMPIN Energy Transition, please visit: <https://ampin.energy>

Follow our [LinkedIn page](#) for all the latest updates.

Why this role?

The Business Development team plays a vital role in identifying and pursuing new business opportunities, building strategic partnerships and driving the growth and success of the company. The team's efforts are critical in helping the organization to achieve its mission of delivering sustainable and clean energy solutions to the world.

We're looking for 2 experienced professionals who can manage our **Open Access business or DG/Rooftop business** for Northern India.

1) Open access - Business Development:

How you will contribute:

- Identify new opportunities with Commercial & Industrial Segment for Open Access / Group Captive PPA/ Third Party. Conduct periodic meetings with customers to understand their needs and obtain feedback.
- Analyzing the electricity bills and consumption pattern of the Potential Consumers to finalize the Capacity and best suited solutions.
- Analyzing the regulatory framework and identifying the best suited RE solution. Petition analysis, filing, with quantitative and qualitative analysis of regulatory issues and dynamics
- Work closely with cross-functional internal teams, including design, engineering, project management and others to help develop and deliver projects.
- Interact with various stakeholders within the customer organization (for feasible opportunities) to understand their requirements and present AMPIN's USP;
- Initiate/lead negotiations with buyers to finalize the terms and conditions of PPA and Share Holdings Agreements.
- Meeting and taking up open issues with various State DISCOM, TRANSCO, SLDC's, Nodal Agency, Regulatory commissions.
- Keep abreast of regulatory framework as well as other parameters (third party tariffs, consumer preferences, competitors) impacting Open Access PPAs; Provide regular updates to team on the same.; analyze their impact on AMPIN's business and growth prospects and inform the management.

AMPIN ENERGY TRANSITION PRIVATE LIMITED

Ideal Skills for this role include:

- Graduate in Engineering; MBA degree would be preferred
- 5+ years of experiences in business development preferably in Power Sales
- Relevant experience in Power Sales with good regulatory framework understanding
- Excellent inter - personal skills and communication skills
- Ability to negotiate and finalize PPA, SPSSA
- Understanding of photovoltaic technology and installation
- Should be willing to travel nationally

2) DG/Rooftop - Business Development:

How you will contribute:

- Acquisition of new customers for on-site/off-site solar projects.
- Work on pre-sales activities starting with understanding client requirements, site feasibility study and proposal preparation.
- Generate and maintain relationships with relevant business associates/channel partners.
- Management of existing customers from pre-sales to project delivery and collections including resolving any issues.
- Manage technical and commercial negotiations of power purchase agreements (PPA) and ensure finalization of orders.
- Plan and create a marketing strategy to penetrate new states.
- Basic knowledge of engineering drawings; Understanding of photovoltaic technology and installation.

Ideal skills for this role include:

- 3+ years of B2B experience in business development, preferably in the solar Roof-top
- Work experience particularly with C&I consumers
- Experience in negotiating Long term Power purchase agreements and EPC contracts
- B.Tech(in any stream); candidates with MBA would be preferred.
- Excellent interpersonal skills and technical skills to work closely with Engineering to finalize the capacity etc.