

Business Development Manager - Renevik Solar (An Initiative by Vikas Arya Group)



Role: Business Development Manager (HOD)

Employment Type: Full Time, Permanent

Location : Goa, Headquarters

Department: Business Development

About Renevik Solar:

Established in 2020 by [Saket Arya](#) and [Rashi Arya](#), we are a group of driven and aspirational micro-entrepreneurs, committed to making a significant and lasting difference in India's solar energy industry, determined to improve people's lives by reducing their electricity bills and providing them with a hassle-free customer experience.

Our vision is to empower the common man's future with energy independence while making the world greener, cleaner and leaner. With a 2x yearly revenue growth rate, we are among the fastest-growing solar solution providers in India.

Our mission is to build a robust ecosystem of knowledge, technology and trust that accelerates mass market adoption of green energy while enabling financial freedom. Our motto is, 'Under Promise, Over Deliver'.

Our core values are building trust and maintaining integrity. Strengthening these two values at every step drives our decision-making, shapes our behavior, and fosters a shared sense of purpose. It also influences how we approach our daily tasks, and helps us stick to timelines, complete projects with highest quality, and ensure clear and quick customer support and after-sales services.

We are looking for a growth-obsessed Business Development Manager (HOD) to join our dynamic team in Goa. We are looking for someone with 8-10 years of experience to head our business development efforts, driving new client acquisition and project growth across residential, C&I, and industrial segments. Experience in the solar, power or EPC industry would be a plus! You'll collaborate closely with founders, project managers, engineers, and other team members to ensure projects meet client specifications, industry standards, and budget constraints.

Who should apply?

- A minimum of 5+ years of experience in business development, preferably within the solar energy sector.
- A proven track record of exceeding sales targets and achieving consistent revenue growth.
- Strong understanding of the Indian solar energy landscape, market dynamics, and regulatory environment.

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Key Responsibilities include leading the team to accomplish the following tasks.

- **Market Analysis and Strategy Development:** Conduct thorough market research to identify potential clients and emerging opportunities. Develop strategic plans to penetrate the market and achieve sales targets and develop effective sales strategies
- **Client Relationship Management:** Build and maintain strong relationships with PSU, consumer, and industrial clients. Understand their needs, preferences, and procurement processes to effectively position our solutions.
- **Lead Generation and Conversion:** Generate leads through various channels such as networking, referrals, cold calling, and industry events. Manage the entire sales cycle from lead generation to closure, ensuring timely follow-up and effective negotiation.
- **Proposal Development:** Collaborate with the technical and engineering teams to develop and present customized proposals and solutions that meet client requirements and showcase Renevik's expertise, value proposition, and understanding of client needs.
- **Project Coordination:** Work closely with the project management team to ensure smooth execution and delivery of EPC projects. Serve as a liaison between clients and internal teams to facilitate communication and resolve any issues that may arise during project implementation.
- **Market Intelligence and Competitive Analysis:** Stay updated on industry trends, competitor activities, and regulatory developments related to solar energy and EPC projects. Use this information to adapt strategies and maintain a competitive edge in the market.
- **Develop and execute a strategic business development plan to achieve ambitious sales targets.**
- **Identify and cultivate relationships with high-potential clients across diverse industries, with a focus on residential, C&I, and ground-mounted projects.**
- **Represent Renevik Solar at industry events and conferences, building brand awareness and generating new leads.**
- **Manage and mentor a team of junior business development representatives, empowering them for success.**
- **Analyze market data and competitor landscape to develop effective sales strategies.**

Job Specifications:

- **Technical Skills:** Zoho Suite is mandatory, Calendar Management, MS Office/Google Suite.
- In-depth knowledge of various solar mounting systems (rooftop, ground-mount) is required.
- **Soft Skills:** Conversational Skills, Documentation & Presentation, Teamwork, Organization & Analysis, Time Management & Multitasking, Learning & Articulation, Attention to Detail.
- **Qualifications:** Bachelor's degree in Electrical Engineering
- **Strong understanding of solar technologies, project development, construction processes, utility interconnection, and city permitting.**

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Here's what you get:

- Be part of a thriving community and a passionate team driven by creativity and connection to make a difference in the green tech sector.
- Work hard, play hard! We offer fun team-building activities and outings.
- We invest in you with a competitive salary and world-class talent development programs.
- Never stop learning: Upskilling is on us! Take advantage of paid conferences, online courses, and certifications

How do you grow with us?

We know you're a financial whiz with a knack for problem-solving. That being said, the expected outcomes are:

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| 30-day target | <ol style="list-style-type: none">1. Learn all tech systems and product/service offerings to be effective in the position2. Familiarize yourself with Renevik's processes, tools, and softwares (e.g., Zoho Suite). Shadow3. Start building relationships with key industry players and potential referral partners. |
| 60-day target | <ol style="list-style-type: none">1. Develop and qualify a robust sales pipeline with a healthy mix of residential, C&I, and ground-mounted projects.2. Collaborate with engineers to determine optimal solar solutions and prepare customized proposals.3. Establish working relationships with key team members across departments and stakeholders4. Effectively negotiate contracts with clients, ensuring win-win outcomes on pricing and project scope |
| 90-day target | <ol style="list-style-type: none">1. Secure and finalize contracts for new solar projects, meeting or exceeding assigned sales quota.2. Contribute to the growth of the BDM team by sharing best practices and mentoring junior colleagues.3. Identify and pursue upselling or cross-selling opportunities for additional services or equipment. |

To find more about Renevik, its founders and culture, please click below:

- [Renevik on LinkedIn](#)
- [Company's Website](#)
- [Saket Arya, Founder and CEO, on LinkedIn](#)
- [Rashi Arya, Founder and COO, on LinkedIn](#)
- [Renevik on Instagram](#)

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Plug into the power of teamwork: Join the Renevik Family! Fill this Google form to reach out to the hiring team directly : [Apply here!](#)