

Sales Engineer - Renevik Solar (An Initiative by Vikas Arya Group)



Role: Sales Engineer

Employment Type: Full Time, Permanent

Location : Rajkot or Ahmedabad, Gujarat

Department: Sales & Marketing

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 behaviour, 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 Sales Engineer to drive revenue growth by converting warm leads into qualified customers for Renevik. You would be promptly responding to the leads generated by our stellar internal team and understand the client's solar requirements. You would play a major role in educating our customers about our products and services. But most importantly, you would need to establish trust and rapport, and be a strategic advisor to our clients to help them drive continued value of our products and services.

Who should apply?

We would like our teammate to be:

- An ambitious and driven individual with strong communication and problem-solving skills and a passion for clean energy solutions, sales and customer service.
- Someone who has experience in building strong client relationships (1 to 3 years for Sales Engineers, 3 to 5 years for Sr. Sales Engineers).
- An **Electrical Engineer** (Bachelor's or Master's degree is a must) with 1 to 3 years (Sales Engineer) or 3 to 5 years (Senior Sales Engineer) experience.
- Individuals with startup experience is a plus. Solar industry experiences a bonus.

Sales Engineer - Renevik Solar (An Initiative by Vikas Arya Group)



Key Responsibilities:

More than just selling, you'll own the following:

- Manage client relationships, ensuring high satisfaction (Residential &/or C&I).
- Convert leads, maximising sales pipeline and achieving targets.
- Provide expert answers on products, pricing, and policies.
- Maintain client records in Zoho CRM, report sales activities daily.
- Collaborate with internal stakeholders for customer needs and growth.
- Analyse trends to develop and optimise on current sales strategies.
- Implement sales policies and handle customer concerns effectively.
- Build trust and rapport with clients, identifying new business opportunities.
- Collect market feedback and communicate insights to leadership.

Job Specifications:

- **Technical Skills:** Zoho Suite (CRM & Sales Analytics), Calendar Management, MS Office/Google Suite.
- **Soft Skills:** Communication (English, Hindi, Gujarati preferred), Negotiation, Documentation & Presentation, Strategy Building, Teamwork, Organization & Analysis, Time Management & Multitasking, Learning & Articulation, Customer Service, Attention to Detail.
- **Qualifications:** Bachelor's/Master's degree in Electrical Engineering is a must, sales experience preferred.

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.

Sales Engineer - Renevik Solar (An Initiative by Vikas Arya Group)



How do you grow with us?

We firmly believe that you're a native genius in sales and persuasion. That being said, the expected outcomes are:

KPI's	<ol style="list-style-type: none">1. Conversion ratio - 75% (deal created to deal closed)2. Customer satisfaction rating - 5/5 - Internal & Google Business Rating.3. Conversion velocity - Residential - Within 7 days of estimate submission. Residential (Common Meter) - Within 45 days of estimate submission. Commercial & Industrial - Within 30 days of estimate submission.
30-day target	<ol style="list-style-type: none">1. Learn all tech systems and product/service offerings to be effective in the position.2. Complete competitive analysis.3. Complete Skill Training Programs shared in the email.
60-day target	<ol style="list-style-type: none">1. Deal Conversion Ratio: 50% (Deal Created to Deal Won)
90-day target	<ol style="list-style-type: none">1. Lead Conversion Ratio: 50% (Lead Received to Deal Created)2. Deal conversion: 75% (Deal Created to Deal Won)

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](#)

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