

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT
PLACEMENT OPPORTUNITY @ SOLAR SQUARE ENERGY PVT. LTD.

NOTICE NO.: AJU/T&P/PG/0026/23-24

DATE: 23/02/2024

NAME OF COMPANY: SOLARSQUARE ENERGY PVT. LTD.

PAYROLL COMPANY: SOLARSQUARE ENERGY PVT. LTD.

Registration Deadline is 11:59 am, 26th February 2024

ABOUT COMPANY:

SolarSquare Energy is one of India's top 3 rooftop solar developers of India with over 92 MWp+ of solar plants across 19 states of India. Some of their esteemed clients include Reliance Industries Limited, JSW Group, Maersk Sealines, Johnson & Johnson, Emami, Monginis Foods, Gokul Agro, Aditya Birla Group, TVS, Prestige, Varroc, D'Decor, LNJ Bhilwara, Nahar group, American International School, HCG group, NMIMS, etc. Their founders are ex-IITians with previous work experience in technology, investments, and business advisory.

WEBSITE: <https://www.solarsquare.in/about-us>

DESIGNATION: Solar Consultants (Sales)

ELIGIBLE COURSE: MBA (Marketing)

ELIGIBLE PASSING YEAR: 2024

GENDER ELIGIBLE: Male

JOB RESPONSIBILITIES:

- Build business by organizing sales visits for existing leads, identifying and selling prospects; maintaining relationships with clients.
- Identify business opportunities by identifying new channels and channel partners
- Sell by establishing contact and developing relationships with prospects; recommending and upselling solutions
- Maintain relationships with clients by providing support, information, and guidance; recommending profit and service improvements.
- Managing the sales process through specific software programs.
- Enabling on-ground marketing events
- Building and maintaining a CRM database.
- Participating in sales team meetings.

KEY COMPETENCIES:

- Maintain a positive attitude and focus on customer satisfaction in a fast-paced environment.

- Handle high pressure situations
- Excellent communicator
- Problem solver
- Excellent customer service and sales skills.
- Strong verbal and written communicator.
- Excellent phone and presentation skills.
- Good negotiation and problem-solving skills
- Interpersonal skills
- Travel as required
- Stretch on need basis

JOB LOCATION: Nasik, Nagpur, Pune, Aurangabad, Bhopal, Indore, Jabalpur, Delhi NCR, Gurgaon, Lucknow, Varanasi

SALARY PACKAGE OFFERED: CTC INR 6 LPA (4 LPA Fixed + 2 LPA Variable) Inclusive of Travelling Expense.

TENTATIVE JOINING DATE/PERIOD: Immediate

SELECTION PROCESS:

➤ **Three Rounds of Interview**

Note:

1. The candidates should be comfortable with field sales.
2. **Two Wheeler with licenses will be mandatory to apply for this position.**
3. The candidate should be comfortable relocating to the above-mentioned location.

PROCESS OF REGISTRATION:

01. Interested students need to click on the below link or copy/paste the link on Google Chrome (or any other Web Browser) to fill all their details in the provided Google form and should submit to register successfully.

<https://forms.gle/tU9HGcdjypKzoaNh7>

02. Students registered with the T&P Department for placements, are only eligible.

03. Already placed & debarred students are not eligible.

04. Updated list of debarred students is available with the respective Faculty Coordinators.

05. Please note that it is mandatory to submit the above form to nominate successfully.

06. The form can be submitted only once, thus please be cautious while filling up the form.

07. The Resume File name must be student's own name.

08. Registration deadline for Nomination is 11:59 am, 26th February 2024.

09. One student can Register only once, thus be cautious while registering.

10. Please Note: The Registration process will automatically turn off after the provided deadline.

11. You are advised to read & understand the disclaimer below before applying for this opportunity.

12. Coordinating Training & Placement Manager: Mr. Rahul Rej (WhatsApp @ 9831664615).

Sd/-

A handwritten signature in black ink, appearing to read 'H. K. Sankar', written in a cursive style.

HEAD – TRAINING & PLACEMENTS

Disclaimer: The above Notice is based on the information as shared by the employer. The employer reserves the right to change or modify the afore-mentioned job details without any prior information. The Training & Placement Department and the University will not be responsible for any deviation. Nominating or applying for the vacancy/job profile indicates your agreement to all the Terms & Conditions/Training & Placement Department Placement Policy, in these terms, as modified from time to time. Therefore students are strictly advised to read clearly & understand the Placement Policy (Procedural & Behavioural both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.