**Position –** **Head, Business Development** Associate

**Experience** – 6+ Years Energy Industry

**Location** – Gurugram, Haryana.

Passionate about Climate, Tech and AI? Making a difference? We have the perfect job opportunity for you!

***Quadrical AI***, based near Toronto, Canada is a SaaS, B2B startup helps Renewable (Solar/ Storage) Companies increase plant generation and manage their plant asset portfolios.

Seek a **Business Development Head** for building on early success and scaling sales in the global renewable marketplace.

We value self-motivated collaborators who can solve problems and take action and ‘do what they say, and say what they do.’ Candidate should also bring strong sales acumen including closing and contract negotiation, the ability to read a room, and forge long term client relationships

As a fast-growing company, we look for someone, who can grow with us, becoming part of the global leadership team contributing to product strategy, partnerships and their execution. The candidate will be supported by our global shared engineering teams and founders.

This unique opportunity is only for a highly talented, “make-things-happen” type of entrepreneurial thinker, seeking a challenging assignment, to create long term value.

**Key Responsibilities:**

* Acquire thorough knowledge of Quadrical Platform which help solar companies optimize ROI for their portfolio.
* Build domain knowledge of Global solar /storage market trends as they intersect with technology
* Develop customer first approach
* Increase lead generation pipelines, and pre-sales operations.
* Nurture long term industry relationships through virtual, telephone, meetings and industry event engagement
* Identify decision makers and to optimally position Quadrical
* Give product demos and presentations to potential customers
* Ensure all activity is recorded in CRM
* Build SaaS sales operations, proposals and closures through well negotiated contracts.
* Bring customer learnings back to team, to further develop product depth and breadth to create cycle of improvement
* Continue to maintain customer relationships through delivery, product use, overseeing quality, upselling and cross-selling.
* Consider possible partnership opportunities for Quadrical in adjacent revenue arenas
* Represent Quadrical as a ‘thought leader’ at industry events in real and online

**These will help you qualify:**

* 6 - 8’ish years of experience, in Energy Industry with sales/solution sales and BD role(s).
* Experience with broader business development at enterprise level.
* Strong customer acquisition skills, ability to forge relationships with decision makers and convert sales pitch into actionable closes through contracts and delivery keeping strong relationships in place.
* Demonstrated ability to leverage different channels / forums to create both – discovery and visibility for Quadrical Ai and a strong product sales funnel.

**It's a Plus if you also have:**

* Experience working in MENA or ASEAN

**Interpersonal Skills**

* Ability to work collaboratively in a team environment and communicate effectively with technical and non-technical customers.
* Strong analysis / problem-solving / critical thinking skills and attention to detail.
* A strong desire to learn and grow
* Ability to work independently in a fast-paced environment.

**Why Join Us?**

* Gain valuable learning experiences at an early stage of your career.
* The global renewable energy market is currently valued at USD 900 Billion and growing at an exponential rate – great opportunity to enter a promising market in its early stages.
* Pleasant work environment with non-hierarchical structure.
* Outstanding and encouraging team that spans different cultures and time zones.
* High level of individual accountability and freedom to express creativity.

**Sounds like you?**

**Awesome.** A resume sent to jobs@quadrical.ai would be great. IF you think you can do all of the above and beyond to help grow Quadrical, drop a line to kitty@quadrical.ai.

[Website](http://www.quadrical.ai/)

[LinkedIn](https://www.linkedin.com/company/quadrical/)