

Job Title: Chief Business Officer  
Location - Bangalore

### About the company:

The Company is a growth stage startup operating in a Climate Tech space. Headquartered at Bangalore, the Company offers AI based software products in the energy domain and works with clients across renewables and energy utilities. The Company has achieved a leadership position in its domain and is fast accelerating its technology deployment across its Indian clients and exploring growth in international markets. The Company has gained ~2000 clients and has a team size of ~150 members.

**Job Profile:** We are seeking a highly motivated and energetic Chief Business Officer. This role is responsible for designing, developing, and implementing sales strategies across business verticals that align with the overall company strategy. Additionally, the Chief Business Officer will oversee utility project management and delivery, ensuring seamless execution and client satisfaction. The role includes achieving aggressive sales targets, building relationships, and understanding market trends.

### Roles and Responsibilities:

- Establish sales objectives by developing an annual sales plan and projecting expected sales volume and profit for each business vertical.
- Deliver on agreed targets in reference to the sales plan to increase revenue growth.
- Establish strong, long-term relationships with key client stakeholders at senior management levels.
- Direct and support the consistent implementation of sales and marketing efforts.
- Collaborate with the Tech team in developing new products.
- Oversee utility project management and delivery to ensure timely and within-budget project completion.
- Collaborate with cross-functional teams to identify challenges and bottlenecks and provide solutions.
- Conduct extensive market research and analysis to stay ahead of market trends and intelligence.
- Build and manage a high-performing sales and project management team.
- Take complete control and ownership of the P&L for all business units.

### Focus Areas:

#### Innovation and Product Development:

- Drive the development of new products and services to meet market demands.
- Collaborate with the technology team to ensure innovative solutions are integrated into the product lineup.
- Foster a culture of innovation within the company to stay ahead of industry trends.

#### Project Execution and Delivery:



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- Oversee the management and delivery of utility projects, ensuring they are completed on time and within budget.
- Coordinate with project managers and cross-functional teams to address any challenges and bottlenecks.
- Ensure high-quality execution and client satisfaction in all project deliverables.

#### **Revenue Management:**

- Optimize pricing strategies and identify new revenue streams to maximize profitability.
- Develop and manage the budget for commercial activities, ensuring financial targets are met.
- Monitor financial performance and make necessary adjustments to achieve revenue goals.

#### **Sales Strategy and Management:**

- Develop and implement comprehensive sales strategies to meet and exceed revenue targets.
- Build and manage a high-performing sales team, setting performance goals and monitoring progress.
- Identify new market opportunities and ensure the company is positioned to capitalize on them.

#### **Risk Management and Compliance:**

- Identify and mitigate risks associated with commercial and project activities.
- Ensure compliance with legal and regulatory requirements across all operations.
- Implement best practices in risk management to safeguard the company's interests.

#### **Skills Required:**

- Systematic approach to managing the sales and project functions.
- Strong data-driven approach to identifying and analyzing market trends and growth opportunities.
- Ownership of the sales function with the ability to achieve or exceed sales targets as a team.
- Strategic ability to identify and address key client issues.
- Proven experience in utility project management and delivery.
- Excellent interpersonal and communication skills, with the ability to effectively communicate and present to key stakeholders.

#### **Education and Experience:**

- B.E/B.Tech/M.Tech with an MBA in Business/Marketing.
- 15-20 years of extensive experience handling and heading the sales and project management functions in the Energy/Power Industry.
- A minimum of 5 years of experience with a proven track record in leadership roles.
- Experience partnering with key stakeholders and the executive team.



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📍 **Registered Office & HQ :**

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📍 **Other Locations :**

Gurugram, Mumbai, Chennai, London