



Job Description for Asst. Manager/ Dy. Manager – Business Development

Position Title: Asst. Manager/ Dy. Manager – Business Development
Reporting to: Vice President-BD
Location: Chennai
Qualification: B Tech. (Elect./Mech.), M.B.A.
Background: <ul style="list-style-type: none">• The person having sound knowledge of Electricity market and related Regulations. Candidate should have handled Power Sales/Trading and exposure to Open Access.
Activities: <ul style="list-style-type: none">• Knowledge of power trading, power sale/ purchase, open access, power exchanges, RECs, ESCERTs, regulatory & statutory provisions etc• Business Development to promote Open Access across states• Identify and monitor OA consumers across states• Analyzing States Tariff orders and open access regulations• Sound Understanding of legal/Regulatory aspects of matters related to OA• Execution of BD activities like Organizing workshops, conferences, events at state levels to promote OA• Regular interaction with State DICOMs, SLDC, Transco, Regulatory Commission, RLDC etc• Coordinating and assisting Members / Clients on Day to Day Basis• Tracking power market related developments
Key Deliverables: Develop market across states and achieve budgeted growth rate