

Job title	<i>Key account manager</i>
Reports to	<i>Chief Manager – Business Development</i>
Location	<i>New Delhi</i>

Company Brief:

Sterlite Power Transmission Limited (Sterlite Power) provides transmission solutions for the energy sector in India and around the world. It takes pride in offering state-of-the-art transmission products and solutions to ensure that the most efficient form of electricity is delivered to the most underserved households of the world.

Sterlite Power has three business verticals – Products, Solutions and Infrastructure. Sterlite is a leading manufacturer of power cables and conductors, supplying these to all major Indian states and private utilities besides exporting to 40 countries.

Sterlite Power undertakes bespoke Master Systems Integration projects in power transmission to provide solutions to the most challenging transmission problems.

In electricity infrastructure development, Sterlite Power reduces the risks of transmission asset ownership by developing intra and interstate transmission systems on build, own, operate, maintain basis.

Sterlite Power is committed to harnessing technology in order to revolutionise the power transmission sector.

- a) By continuous technological innovation to alleviate the pain points of the sector (project delay, right of way, safety, transmission losses).
- b) Generate double the ROCE as compared to industry average by investing and focusing on differentiated and proprietary offerings.
- c) Earn a premium from the customer by surpassing his expectations
- d) Capital investment to be on Intangibles like R&D, Brand, Communication, rather than tangibles like plant & machinery, or working capital.
- e) A best-in-class talent pool, which is several notches superior to the talent that exists in the current industry

Job purpose

This role is to generate and convert market for transmission solutions where Sterlite is a pioneer in the field of network augmentation by means of Upgrading & Uprating

Duties and responsibilities

- Market need assessment by interacting with the customers such as Transmission & Distribution companies of state like – J&K, Rajasthan, HP & UP .
- To convert the market need to solution by interacting with the internal product and solutions experts.
- Interact with the project team and tendering team to put together a techno commercial proposal of the assessed solution.
- Drive the approval of techno-commercial proposal with the customer and create the market by releasing NIT from the Utility.
- Create the winning strategy and win the tender.

Provided for reference only.

Always consult current legislation in your jurisdiction to create policies and procedures for your organization.

- Help project execution team to get up to speed with the project expectations and help guide the execution team to obtain required approvals and kick start the project.
- Monitor project success and extend help using the relationship in the utility for a successful project completion.
- Follow up and ensure timely collection and cash flow as per commitments during the tender submission phase.

Qualifications

- Graduate Engineer in Civil or electrical. (MBA -Preferred)

Requirements

Essential:

- Experience in Sales/marketing/technical sales for 3~5 years.
- Exposure to working with State Utilities.
- Willing to do extensive travelling

Desired:

- Transmission lines/ Substation related Experience will be most ideal.
- EPC background will be of advantage

Direct reports (If Any)

Approved by:	<i>Signature of the person with the authority to approve the job description</i>
Date approved:	<i>Date upon which the job description was approved</i>
Reviewed:	<i>Date when the job description was last reviewed</i>