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Job Description – Manager, Corporate Sales

Company Overview:

Chakr Innovation is a company formed by graduates from IIT Delhi who have developed a **solution to control the polluting emissions from diesel generators**. The device can capture ~90% of particulate matter being emitted from diesel generators which has been verified by IIT Delhi and labs accredited by IS/ISO/IEC and NABL. The product is also GreenPro rated by CII-IGBC. You can see how the technology works [here](#). The technology offers the following benefits:

1. Reduction in 90% of particulate matter emissions from diesel generators, going beyond compliance to meet international standards
2. Reduction in exhaust temperature, resulting in cost saving for stack material, insulation, and maintenance
3. Green certification for green buildings and manufacturing units
4. Reusing the captured pollution as black ink pigment

Chakr Innovation has been recognized and given grants by Department of Science and Technology (DST), Government of India and Federation of Indian Chambers of Commerce & Industry (FICCI) and were also awarded and recognized as the most innovative hardware company by American Society Of Mechanical Engineers (ASME) and are one of the winners chosen by [University of Chicago for a grant by Delhi Government](#). The co-founders, Kushagra and Arpit, have also been chosen as Forbes Global30 under 30 as well as [Echoing Green](#) Fellows. They have been working with some of the leading companies in India like Hindustan Petroleum, Indian Oil, Tata Group, JSA Law, American Tower Corporation, MTNL, BSNL, IIT Delhi and DS group who have adopted this technology. Chakr Innovation is funded by some of the largest VCs and corporations in India.

Role Overview:

Market analysis, lead generation, sales conversion, channel partner management and online communication management for the novel pollution control technology

Location: Chennai/Chandigarh

Eligibility and Requirement:

The candidate should meet the following criteria:

- Graduate in Marketing / Commerce / Engineering
- Passion for problem solving and creating an impact
- Excellent communication skills
- Proficient with MS PowerPoint, MS Word and MS Excel
- 2-4 years of work experience in sales and marketing
- Language: Proficient in English, Hindi and Tamil (Tamil is mandatory for Chennai only)

Detailed Work Description:

The Manager, Corporate Sales will be primarily responsible for:

- **Market analysis:** Base-lining target market segment and identifying potential leads
- **Lead generation:** Generating leads through digital and offline marketing channels
- **Business Meetings:** Organizing and leading business meetings with potential clients
- **Closing the Sale:** Generating order request and completing the loop to close sales
- **Channel Partners:** Managing and driving channel partners for lead generation and sales conversion

Remuneration:

Along with the opportunity of working with a great team and an acclaimed company, we will provide:

- Package with Fixed CTC of 4-5 LPA.
- Sales Linked Incentives for each successful sale