



Company Name: Chakr Innovation

Business Vertical: EC

Designation: Manager/Sr. Manager – Government Sales or Business Development Manager – Government

Number of Position: 1

Location: Gurgaon/Pune/Chennai

About the role

We are seeking a highly motivated and experienced individual to join our team as a Manager/Sr. Manager – Government Sales or Business Development Manager – Government. The ideal candidate will have a strong background in Techno-Commercial Sales/Business Development, with a focus on government organizations and public sector units (PSUs). The position requires a minimum of 5 years of experience in sales, particularly in Government/PSU Sales-BD, preferably within the Capital/Electrical Products sector.

Responsibilities

- Develop and implement a comprehensive sales strategy to penetrate the Government/PSU sector and achieve sales targets.
- Identify and establish relationships with key decision-makers in Government organizations and public sector units.
- Create compelling technical and financial proposals tailored to the specific needs of Government/PSU clients.
- Deliver presentations and conduct product demonstrations to senior-level officials in Government/PSU organizations.
- Lead negotiations with Government/PSU clients, addressing any concerns or objections, and closing sales contracts.
- Understand Government procurement processes (Tendering/Gem), policies, and requirements.
- Stay updated on industry trends, regulations, and the competitive landscape related to government sales.
- Provide regular reports on sales performance, market trends, and competitor activities to senior management.
- Build and maintain strong relationships with existing government clients, ensuring customer satisfaction and identifying upselling or cross-selling opportunities.

What you'll need

- Experience in working with PSUs, State Government, Central Government, PWD, CPWD, Ports, Airports, Power, Energy and Utility, Steel, Cement, Telecom, Construction, Govt Autonomous Institutions, Govt Hospitals, Oil & Gas, NHAI, Municipal Corporations, Aerospace, Govt Universities, and more.
- Ability to work independently and collaboratively as part of a team.
- Willingness to travel as required for client meetings and industry events.
- Proven track record of achieving sales targets and driving revenue growth in the government sector.
- Closing sales and focusing on continuous revenue growth.
- Self-motivated and driven to succeed in a fast-paced sales environment.
- Excellent communication and presentation skills, with the ability to engage and influence senior-level officials.
- Strong negotiation and closing skills.



Qualification

- Bachelor's degree in engineering (Electrical/Mechanical) + MBA preferred.
- Minimum of 5 years of experience in sales, with a focus on Government/PSU Sales-BD.
- Previous experience working with Capital/Electrical Products is preferred.

People you'll work with

Founder – Kushagra Srivastava – LinkedIn Profile

Manager – Pankaj – Designation – LinkedIn profile

About Chakr

Chakr Innovation is India's first Cleantech Startup and a Series-B funded Cleantech start-up founded by graduates from IIT Delhi. We aspire to be the most innovative and successful Cleantech company in the world and are working on multiple technologies to improve air quality and reduce carbon emissions from various sources. One patented technology, that we have already commercialized, reduces particulate matter emissions from diesel engines. Chakr Innovation is the first and only brand in the country to have the type-approved Retrofit Devices for Diesel Generators. The technology is being used by 70 plus corporations across India including Coca-Cola, Toshiba, Kellogg's, Reliance Industries, Reckitt Benckiser, Asian Paints, Tata Group, Mahindra Group, Indian Army, and many more. We are in the process of developing multiple other technologies in the Cleantech sector and want to accelerate the world's transition to clean and carbon-neutral technologies. We have grown from 2 founders to a team of over 350 full-time employees and have set up our manufacturing and R&D unit in Gurgaon & Pune. We currently have offices in Gurgaon, Pune and Chennai and are aggressively expanding to other geographies.

Awards & Recognition

We have also been recognized and awarded by multiple national and international institutions including Forbes 30 Under 30, United Nations, the University of Chicago, the American Society of Mechanical Engineers, General Atlantic, Niti Aayog and many more.

Value & Mission

Chakr Innovation aims to create pioneering, sustainable and scalable technologies to combat the grave threat posed by pollution. Our mission is to develop and implement innovative solutions which can effectively control pollution – saving the natural product, a retrofit emission control device for diesel environment and protecting people's health. Our device, aims at addressing one of the most pressing issues for humankind "availability of breathable air by capturing pollution at source"

Clean air for everyone to breathe while ensuring that it does not become airborne again. We have developed world's first retro-fit emission control device for diesel generators. Our technology can reduce ~70% of particulate matter emissions from the exhaust of diesel generators without causing any adverse impact on the engine.



Chakr Innovation

Live your best life at Chakr Innovation with

Health Insurance

Learning and development

Maternity and Paternity leaves

Friendly peers & coworkers

Wellness Program

Perks & Bonuses

Lifestyle benefits (Work life balance & mobility)

Find more information about Chakr Innovation on www.chakr.in