



Chakr Innovation

Company Name: Chakr Innovation

Designation: Manager Sales Defense

Number of Position:

Location: J&K, Mumbai, Pune, Gujarat, Bangalore, Chennai, North East Areas

Responsibilities

- Identify accounts with business potential of 50 lakhs to Rs. 3 crores
- Generate lead and set up meetings with the identified key departments
- Developing and managing a portfolio of Key departments
- Identify the decision-making process and key stakeholders of the identified client
- Estimate the timeline for conversion after consulting all stakeholders
- Drive the relationship with the client from lead generation, technical and commercial discussions, negotiations, and collections
- Serve as the single point of contact with the client for all communication
- Coordinate with the operations team for successful execution of the project and timely collection of payments from the client
- Analysing client data to manage customer relationship

What you'll need

- Microsoft Presentation, Excel and Word
- Comfortable with using customer relationship management software preferably ZohoCRM
- Strong negotiation skills, with ability follow-through on client contracts
- Ability to multitask and manage more than one client account
- Proven results of delivering client solutions and meeting sales goals

Qualification

- Graduation, preferably Engineering
- Master in Business Administration
- Fluent in written and spoken English
- Fluent in local dialect for the territory
- Experience of 2 to 6 years in Enterprise Sales with strong network and expertise in at-least one specific sector

People you'll work with

Founder – Kushagra Srivastav - <https://www.linkedin.com/in/kushagra-srivastava-b68b2787/>

Sr Manager – Kuldeep Singh– <https://linkedin.com/in/kuldeep-singh-70ba2116/>



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.

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)



Chakr Innovation

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