

About Crinis Power

Crinis Power is a start-up solar company with offices in Wyoming, USA and Hyderabad, India. It was founded in 2013 by Kumar Dhuvur, an IIT Madras and Wharton alum. Leveraging his strong international expertise in solar and banking industries, he founded Crinis Power with a mission to provide reliable and affordable solar power to customers. Crinis Power sells solar power generated from a rooftop solar system installed on the roof of the customer (e.g., a school building). This is done through a 10 year Power Purchase Agreement (PPA). Rather than paying for the system upfront, the school can pay for the solar power that is produced by the system, thereby avoiding a significant capital expense upfront. The solar power provided by Crinis Power is cheaper to procuring electricity from the distribution utility such as CPDCL. Purchasing solar power from Crinis Power is hassle-free for customers with no hidden costs and with all maintenance and operations of the system undertaken by Crinis Power.

The role

Crinis Power is hiring for the position of a “Business Development Manager”, based in Hyderabad and focused on closing sales with schools and colleges in the Andhra Pradesh and Telangana Region. You would be responsible for

1. Closing sales with schools and colleges
2. Identifying and developing potential leads
3. Managing customer relationships post sales
4. Providing feedback on product design

Required Qualification

1. Education: Undergraduate degree from a reputed institution in a quantitative discipline such as Science, Math, Physics, Commerce, Economics, Engineering etc. MBA a plus.
2. Work Experience: Minimum of 2 years in a sales / business development role focused on selling software or other technology solutions to schools and colleges in Andhra Pradesh. **You must have existing relationships with several educational institutions in Andhra Pradesh.**
3. Communication skills: Fluent in English. Can hold a conversation with principals and promoters of schools and colleges. Should be able to articulate the financial benefits of using the solar solution that Crinis Power is offering.
4. Other skills: Ability to work in a small unstructured start-up environment. High energy levels. Willingness to travel.

Compensation

The compensation will be commensurate with market for similar roles. Compensation will consist of a base salary and a sales performance incentive. Opportunity for significant upside if sales targets are exceeded.

Cultural Fit

You would find Crinis Power a home and we would love to hear from you if you are someone that

1. Empathizes deeply with customers and strives to fulfill their requirements

2. Gets excited about learning & becoming part of the growing solar industry
3. Gets energized about working in a small start-up environment

Contact Person

Mr. Kumar Dhuvur

Please send your resume to an Email: kumar.dhuvur@crinispower.com