TRIGeN Decarbonisation
Accelerating Net Zero

Company- Trigen DC
Job Title: Business Development Manager
Location: Hyderabad, India

About Trigen DC:

Trigen DC is an Deeptech company incubated at IIT Madras. At Trigen DC, we are at the forefront of advanced heating and patented cooling technologies, creating high-efficiency heat pumps that serve a myriad of industrial needs. We have our world class manufacturing in Hyderabad, and to drive our next phase of growth, we are seeking an Business Development Manager who pushes our drive for innovation, quality, and sustainability. This role is pivotal in our vision to build a world leader in heating & cooling solutions that will directly contribute to reducing 100MT of CO2 while being a multi billion dollar company over the next decade.

Skills and Qualifications:

- Experience 6-10 years in ESCO/ Cleantech/ Decarbonisation
- Bachelor's degree in Engineering, Energy, Sustainability, or Business
- MBA or equivalent (preferred)
- Experience & Skills
- Proven experience in business development / sales within energy, sustainability, ESG, renewables, or infrastructure sectors
- Strong understanding of decarbonisation technologies, energy efficiency, carbon reduction, and net-zero initiatives
- Experience working with industrial, commercial, or government clients
- Excellent communication, negotiation, and presentation skills
- Strong analytical and financial acumen for project evaluation
- Ability to work independently and drive results in a fast-growing environment

Key Responsibilities

- **Business Development & Sales**
- Identify and develop new business opportunities in Electrified decarbonisation, clean energy efficiency, carbon reduction, and sustainability solutions.
- Build and manage a strong sales pipeline across industrial, commercial, infrastructure, and public sector clients.
- Lead end-to-end sales cycles: prospecting, solutioning, proposal development, negotiations, and closures.
- Achieve revenue, margin, and growth targets aligned with company strategy.

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- Client & Stakeholder Engagement
- Build long-term relationships with CXOs, sustainability heads, facility managers, and energy leaders.
- Act as a trusted advisor on net-zero, carbon reduction roadmaps, and energy transition strategies.
- Collaborate with internal technical teams to design customized decarbonisation solutions.
- Market & Strategy
- Track market trends, regulations, and policies related to climate change, ESG, carbon credits, renewables, and energy transition.

Proposal & Commercial Management

- Lead preparation of RFP/RFQ responses, techno-commercial proposals, and business cases.
- Evaluate project feasibility, ROI, and risk in collaboration with finance and engineering teams.
- Negotiate contracts, pricing models, and long-term service agreements.

Preferred Experience

- • ESCO / Clean-tech / Energy transition companies
- • Carbon accounting, ESG advisory, or sustainability consulting exposure
- • Experience with EPC contracts, O&M models, and performance-based contract

Why Join Trigen DC?

Embark on a career that matters with Trigen DC, where your expertise contributes towards building a sustainable future. Join us in leading the journey to drive meaningful change, reduce global CO2 emissions, and be at the heart of shaping the future of energy-efficient technologies.

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