TRIGeN Decarbonisation
Accelerating Net Zero

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

About Trigen DC:

Trigen DC is an IITM 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 provide high performance Industrial heat pump Solutions designed to Help Industries reduce their Energy cost drastically and lower their carbon footprint. We are seeking an Sales 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.

Sales Manager- Job description

With a strong commitment to sustainability, we are now expanding our Industrial heat pump team and are seeking an experienced Sales Manager to drive growth in this exciting sector.
The company is looking for a Sales Manager (Industrial Heat Pumps) to spearhead their expansion into the Industrial renewables market. This role requires a strategic and driven individual with expertise in heat pumps, HVAC renewables, and energy efficiency solutions. You will be responsible for developing new business opportunities, working with the company's clients to reduce their energy consumption and carbon footprint, and driving sales of Industrial heat pump systems across various industries.
This is a fantastic opportunity for a seasoned HVAC or renewables sales professional who understands the energy transition landscape, has a network of industry contacts, and is ready to take ownership of a new business area.

KEY RESULTS/ACCOUNTABILITIES EXPECTED FROM THE ROLE:
Business Development & Sales Growth
• Identify and secure new business opportunities for Industrial heat pumps across the India.
• Engage with Industries, facilities managers, M&E contractors, and sustainability consultants to promote the company's solutions.
• Develop and implement a sales strategy that supports our expansion into the Industrial heating sector.

D3-2, IITM Research Park, Taramani
Chennai - 600113, India
+91 95992 06761
info@trigendc.com
www.trigendc.com

• Educate businesses on the financial and environmental benefits of High temperature Industrial heat pump installations.
• Generate and manage a pipeline of Industrial projects, ensuring a strong flow of sales opportunities.

Client & Stakeholder Engagement
• Build relationships with developers, consultants, contractors, and business owners looking to reduce energy costs and emissions.
• Provide consultative sales, guiding clients through the best solutions for their specific energy requirements.
• Work closely with finance providers and funding schemes to offer clients viable investment options for heat pump installations.
• Present and pitch heat pump solutions to key decision-makers at senior levels.

Technical & Market Expertise
• Stay up to date with government incentives, energy policies, and net-zero initiatives to help clients maximize available grants and funding.
• Keep track of competitors and market trends to ensure the company remains at the forefront of the Industrial Decarbonisation sector.
• Work alongside the technical team to provide accurate system recommendations and ensure a seamless transition from sale to installation.

Cross-Functional Collaboration
• Coordinate with the installation and service teams to ensure project delivery meets customer expectations.
• Work closely with the company's marketing team to develop targeted campaigns that raise awareness of our Industrial heat pump offerings.
• Provide regular sales reports, forecasts, and insights to senior management.

PREFERRED QUALIFICATIONS AND CHARACTERISTICS:
Experience & Industry Knowledge
• 6+ years of experience in HVAC or renewable energy sales, with a focus on Industrial heat pumps, energy efficiency solutions, or carbon reduction strategies.
• A proven track record of selling HVAC or renewable heating systems to Industrial clients.
• Experience working with M&E contractors, facilities management companies, and Industrial property owners.
• Knowledge of government incentives and sustainability targets driving the adoption of low-carbon heating solutions.

Skills & Capabilities

• Strong business development and consultative sales skills, with a results-driven approach.
• Ability to explain technical heating solutions in a clear and compelling way.
• Excellent relationship-building and negotiation abilities, with a Industrial mindset.
• Self-motivated, able to work independently in a remote role while staying aligned with company goals.
• Strong understanding of energy efficiency, decarbonization strategies, and net-zero targets.

Preferred Attributes

• A network of contacts within the renewable energy, HVAC, or Industrial sustainability sectors.
• Experience structuring financing options or working with government funding schemes for heat pump installations.
• Familiarity with Industrial regulations and energy performance standards related to Industrial heating & cooling.

ADDITIONAL NOTES:

• Competitive salary and performance-based commission structure.
• Opportunity to lead and shape a new division in a high-growth market.
• Work with an innovative company committed to renewable energy and sustainability.
• Career development and growth opportunities within an expanding business.

Experience: 6+ years
Location: Hyderabad.

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