

**Job Description : Field Sales Executives - Mumbai (Code SE17)**

Dear Candidate,

BigSwitch India is a fast-growing company engaged in the field of Renewable Energy. BigSwitch India is head-quartered in Mumbai, with a satellite office in Hyderabad and provides end-to-end solutions in the field of Solar, Wind Energy & LED lighting. By adoption of such technologies in Industrial, Commercial & Residential applications, Clients can harness nature to produce Clean & Green Energy. Solutions from BigSwitch India help save significant amount of Energy costs and reduce the Environmental footprint generated from usage of conventional fuels.

As part of their expansion plans in the Energy vertical, BigSwitch India is currently looking out **for Field-Sales Executives** for their Renewable Energy Solutions (Solar, Wind and LED lighting). The following is a synopsis of the role requirement of the Field-Sales Executive :

- Uphold Values of the company with Integrity and responsibility
- Preferably be a non-smoker and non-user of gutka /pan-masala/tobacco or equivalent
- Preferably own a 2-wheeler
- Is self-motivated & can work independently towards achieving Company Sales targets
- Identify potential clients for selling Renewable Energy solutions
- Pitch solutions using a combination of networking & technical skills
- Follow-through with potential clients showing promising uptake of our products
- Report potential leads of Clients on a daily basis.
- Seek feedback from all Clients using a combination of traditional and modern-technologies
- Have computer usage skills: Specifically, moderate-level proficiency of MS-Word, MS-Excel and MS-Power Point, which shall be required during discussions and presentations with potential Clients while on the job. Moderate email proficiency skills including drafting of email proposals.
- Proficient in spoken and written English.

We are looking for individuals, who would like to be part of our growth strategy :

Position : Field Sales Executive

Experience : 06 months To 2 years (Candidates having changed more than 2 jobs in past 24 months may refrain from applying)

Industry : Any

Location : Mumbai. Only candidates based in Mumbai and surrounding areas may apply.

Education : Graduation in any discipline

Salary : Commensurate with experience. Total earning potential upwards of Rs. 80,000/- per month.

Email resume : [careers@bigswitchindia.com](mailto:careers@bigswitchindia.com)

Note that this is a **Field-Sales role** and not a desk-job, related to **Sales of Renewable Energy Solutions & LED Products** towards Industrial, Commercial & Residential Clients.