

EMPOWERING HUMANITY BY ADDRESSING THE TOUGHEST CHALLENGES OF ENERGY DELIVERY

Key Account Manager

About us

Sterlite Power is India's leading integrated power transmission developer and solutions provider, focused on addressing complex challenges in the sector by tackling the key constraints of time, space and capital.

We believe that electricity access transforms societies and delivers long-lasting social impact. Sterlite Power is uniquely positioned to solve the toughest challenges of energy delivery.

We are guided by our core purpose of empowering humanity by addressing the toughest challenges of energy delivery. Our four core values form the pillars of our organisation:

1. Respect: Everyone Counts
2. Social Impact: We work to improve lives
3. Fun: "Thank God it's Monday!"
4. Innovation: A new way today

Sterlite Power is a leading global developer of power transmission infrastructure with projects of over 10,000 circuit Km's and 15,000 MVA in India and Brazil. With an industry-leading portfolio of power conductors, EHV cables and OPGW, Sterlite Power also offers solutions for upgrading, uprating and strengthening existing networks. The Company has set new benchmarks in the industry by use of cutting-edge technologies and innovative financing. Sterlite Power is also the sponsor of IndiGrid, India's first power sector Infrastructure Investment Trust ("InvIT"), listed on the BSE and NSE.

For more details, visit: www.sterlitepower.com

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Job Description

| Role Description | |
|---|---|
| Role Title | Key Account Manager - Delhi |
| Role Summary | Key Account manager is responsible for the sales & business development activities for power cables in the assigned region |
| Working with | Regional Sales Head |
| Grade | |
| What the role entails – Key accountabilities/responsibilities | <ul style="list-style-type: none"> • Responsible for achieving sales, order booking and collection targets for the defined region and customers. • Head the Techno-Commercial interactions with EPC Contractors / Transmission utilities of the defined region. • Incorporate KAM Approach (Pre-sales) for entrenchment/engagement and Solutions - Drive Market Positioning and end-to-end sales cycle for SPTL. • Prepare Feasibility reports and consultation/Technical Presentation for Customers. • Incorporate strategic directions using Market Intelligence to drive Blue Ocean initiatives. • Perform Pre-RFQ collection of data and development of market intelligence base. • Meet regional sales financial objectives by forecasting requirements; prepare an annual budget; schedule expenditures; analyse variances; initiate corrective actions. • Maintain and expand customer base by counselling district sales representatives. • Build and maintain rapport with key customers and identify new customer opportunities. • Recommend product lines by identifying new product opportunities, packaging, and service changes; surveying consumer needs and trends; tracking competitors. • Update job knowledge by actively participating in educational opportunities & seminars, reading professional publications. • Maintain personal networks in the online forums and gather information about competitor's portfolio and offerings. |
| Role Demands (travel) | Extensive travelling to various customers in Northern region. |
| Location | Delhi, Chennai, Mumbai |

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| Education, Experience, Certification, Exposure, Stakeholder interfaces | Essential | Desirable |
|---|---|---|
| | Graduate in any stream | Engineering Grad + MBA |
| | 6 – 8 Years of Work Experience | Age < 30 Years |
| | Min 5 years of front-end Sales & BD especially in Western India | Experienced in sales transformation from products to solutions selling. |
| | Proven track record of successful business acquisitions and opportunity creation. | Focused on maintaining Key customer relationships, sales management & opportunity creation. |
| | Knowledge about Power Transmission & Distribution Industry. | Eloquent in the regional language. |

| Functional Requirements | |
|-------------------------|--|
| Strategic | Drive & execute the strategy developed to get the successful market breakthrough. |
| | Incorporate Consultative Selling approach to effectively sell our products based on our customer's needs. |
| Financial | Understand the financial models of various deals to offer lucrative offers to our customers. |
| Operational | Develop and sustain business relationships with key customers by Establishing sales plan and quota for each district in the assigned region. |
| | Implement initiatives for new market acquisition to improve the company's performance. |
| People | Ability to work in teams and should be a confident team player. |
| | Accomplish regional sales human resource objectives by orienting, training, assigning, scheduling, coaching, counselling, and disciplining employees in assigned districts & communicating job expectations. |

| | Behavioural Competencies | | Yes/ No |
|-----------|--------------------------|---|------------|
| Execution | Achievement Orientation | Takes calculated risks to deliver significant value to the business | |

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| | | Thoughtfully commits significant resources in the face of uncertainty to reach challenging goals | |
| | Impact and Influence | Brings a coalition of people together to support an idea, project or change | |
| | | Builds behind-the-scenes support for a specific agenda based on an understanding of the informal influence hierarchies and the organisational culture | |
| Customer Service | Customer Service Orientation | Becomes a trusted advisor in the customer's decision-making process | |
| | | Creates long-term, win-win partnerships with customers | |
| | | Works with a long-term perspective in addressing customers' needs | |
| | Information Seeking | Habitually scans for new developments, tuning into a broad range of sources to see what is new | |
| | | Uses a variety of data sources to form a well-rounded and objective view | |
| | | Keeps up with trends and cutting-edge practice from beyond one's context | |