Job Description: Sales Manager

Location: Noida, Uttar Pradesh
Department: Sales & Business Development
Employment Type: Full-Time

About iNVERGY

iNVERGY is a leading manufacturer of advanced energy solutions, offering Solar Inverters, Battery Energy Storage Systems (BESS), Lithium Batteries, LT Panels, and Energy Management Solutions. With a commitment to innovation, quality, and sustainable energy, iNVERGY empowers residential, commercial, and industrial customers with reliable power solutions.

Position Overview

We are looking for a dynamic and results-oriented **Sales Manager** to drive business growth across our solar and energy storage portfolio. The ideal candidate will be responsible for expanding market presence, developing channel partners, managing key customer relationships, and achieving sales targets across assigned territories.

Key Responsibilities

- Develop and execute sales strategies to achieve monthly, quarterly, and annual revenue targets.
- Identify and onboard new distributors, dealers, EPC companies, and channel partners.
- Build and maintain strong relationships with commercial, industrial, and institutional customers.
- Promote iNVERGY's range of Hybrid Inverters, On-Grid Inverters, Off-Grid Inverters, BESS, Lithium Batteries, LT Panels, and Energy Management Solutions.
- Generate new business opportunities through market research, networking, and customer engagement.
- Conduct product presentations, technical discussions, and commercial negotiations with prospective clients.
- Coordinate with the technical and project teams to ensure smooth project execution and customer satisfaction.
- Monitor market trends, competitor activities, and customer requirements to identify new business opportunities.
- Prepare sales forecasts, pipeline reports, and performance updates for management.
- Represent the company at industry exhibitions, trade shows, and business events.

- Ensure timely collections and maintain healthy customer accounts.

Required Qualifications

- Bachelor's degree in Engineering, Business Administration, Marketing, or a related field.
- MBA in Sales or Marketing is preferred.

Experience

- 5–8 years of experience in sales within the Solar, Renewable Energy, Electrical, Power Electronics, Energy Storage, or Industrial Equipment sectors.
- Experience in channel sales and B2B sales is highly preferred.
- Proven track record of consistently achieving or exceeding sales targets.

Required Skills

- Strong understanding of the solar energy and power backup industry.
- Excellent negotiation and relationship management skills.
- Strong communication and presentation abilities.
- Ability to develop dealer and distributor networks.
- Proficiency in CRM software and Microsoft Office.
- Willingness to travel extensively within assigned territories.
- Self-driven with excellent problem-solving and decision-making skills.

Preferred Experience

Candidates with experience in selling any of the following will be preferred:

- Solar Inverters
- Battery Energy Storage Systems (BESS)
- Lithium Batteries
- Electrical Panels
- UPS Systems
- Power Electronics
- Renewable Energy Solutions

What We Offer

- Competitive salary with attractive performance incentives.
- Career growth opportunities in a rapidly expanding renewable energy company.
- Product and technical training.

- Collaborative and innovation-driven work environment.
- Opportunity to contribute to India's clean energy transition.

Key Performance Indicators (KPIs)

- Achievement of sales and revenue targets
- Dealer and distributor acquisition
- New customer acquisition
- Customer retention and satisfaction
- Collection efficiency
- Sales pipeline growth
- Territory expansion
- Market share development

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