

Name Of Company	ERO Power LLP	
Industry Type	Power Distribution	
Location	Pune	
Functional Area	Business Development	
Employment Type	Full Time, Permanent.	
Designation	Business Development Executive- Power Sector O&M	
Experience	1-5 years	
Contact us	careers@eropower.in	
Education:	B.E./B.Tech in Electrical / Mechanical / Power Engineering, MBA (Power Management)	

Company Profile:

ERO Power: Driving Excellence in Power Distribution.

ERO Power is a leading organization in the Power Distribution sector, led by industry experts with a proven track record. We specialize in delivering end-to-end power solutions for SEZs, industrial parks, and data centres, Licensed solutions for SEZs and industrial hubs while optimizing energy costs and ensuring compliance with regulatory frameworks.

Core Services: Power Distribution, MEP Design, Project Management, Electrical Design & IT Services.

Job Description-

Key Responsibilities

- **Lead Generation & Sales**
- Identify opportunities in thermal, solar, wind, and hydro power projects
- Approach utilities, and private power producers
- **Client Relationship Management**
- Maintain relationships with existing clients
- Understand client needs for O&M services and upgrades
- **Tendering & Bidding**
- Participate in government and private tenders
- Prepare techno-commercial proposals
- **Market Research**
- Track industry trends, competitors, and upcoming projects
- Analyze demand for O&M services
- **Contract Negotiation**
- Negotiate pricing, scope, and service terms
- Ensure profitability and compliance