

Job Openings @ EKI Energy Services Ltd.

EKI Energy Services Ltd. is leading service provider in the field of CDM, Energy, Environment & Renewable Energy in India. With its head office located in Central India i.e. Indore, we have offices at Mumbai, Gurgaon , Ahmedabad, Jaipur and representative locations – Bangalore, Chennai & Kolhapur.

We are expanding with plan of establishing our offices across India & South East Asia.

The company is expanding its presence across its main client markets and is currently seeking best-in-class professionals for its offices across India. We are looking for those individuals that excel in their field and have a strong passion for their work. We are offering a dynamic working environment in a fast-growing organization, with an opportunity to develop and grow within the organization. We provide a competitive remuneration package and incentive structure.

Find below the following job openings:

- **Manager- Business Development – Jaipur & Ahmedabad**
- **Associate Consultant/ Consultant /Manager/ All levels in Operations**

Position Title	Manager-Business Development
Experience	Minimum of 3 -4 years working experience in Business Development from Service/Renewable, Carbon Industry
Location	Jaipur, Ahmedabad
<p>Brief Job Description</p> <ul style="list-style-type: none"> • Develop strategy for assigned territories including marketing approach for region. • Develop and manage potential target list of clients and develop a marketing campaign to pursue the market with details on events to attend, potential partners, identify competitors, challenges and opportunities • The BDM should come up with their own ideas for marketing, campaigns, methods of raising the companies profile and promotion and generating new business for the company • The BDM should first and foremost understand that their role has two key fundamentals a) managing and developing existing clients activities in India and b) generating new business for the company • Manage local team members to maximize the marketing and business development activity. Ensure local staff is clearly focused & aligned with the company's objectives. 	
<p>Key Competencies</p> <ul style="list-style-type: none"> • MBA in Power Management / Marketing with excellent academic records. • Candidates with Renewable/Carbon Industry experience will be preferred • Demonstrate good written and verbal communication skills. • Should have a learner's attitude and continuously updating himself according to the market. • Aggressive and mingling personalities' with a go getter attitude, team player and can lead a team with resulted oriented attitude. • Fluent in both English and additional regional language. • Resourceful team player with excellent interpersonal skills. 	
<p>Application procedure:</p> <p>Send your updated CV at hr@enkingint.org. Candidates will only be contacted in case they are shortlisted.</p> <p>Remuneration & Perks: Comparable with International Standards.</p>	

Position Title	All levels in Operations from Associate consultant to Senior Consultant/ Manager
Experience	For Entry Level, 1 year of experience in CDM is required, For other positions, 2 – 5 Years of Experience are required.
Location	All India
<p>Brief Job Description:</p> <p>EKIESL is seeking a dynamic individual who is capable to work independently. The primary responsibility of the CDM/ Carbon Consultant will be to execute the full CDM project development process from initial screening to registration. He/she will also provide technical support to the origination activities as well as provide input on portfolio risk to the regional management.</p> <ul style="list-style-type: none"> • Execute screening and assessment of projects, including for internal and external due diligence procedures; • Liaise with clients to obtain and prepare project documentation, including technical and financial aspects of the projects; • Prepare all carbon documentation including the Project Design Document (PDD) and supporting documents; • Liaise and build good relations with local authorities to obtain the required approvals • Manage and support the validation and registration process, and guide the client through the overall registration cycle • Provide post-registration services to clients to ensure timely delivery of contracted carbon volume Maintain good relationships with existing clients by frequent visits and updates on project progress • Provide post-registration services to clients to ensure timely delivery of contracted carbon volume Maintain good relationships with existing clients by frequent visits and updates on project progress 	
<p>Key competencies:</p> <ul style="list-style-type: none"> • Degree in engineering, environmental sciences or equivalent scientific disciplines; preferred branches are Electrical, Mechanical & Chemical. MBA in finance + CFA is the most preferred. • Intimate familiarity with the CDM process, including having been the developer/reviewer/auditor of CDM projects across all major regulatory steps (LoA, Validation, Registration, Issuance); 2 years minimum experience required. • Experience as DOE auditor and/or renewable energy/energy efficiency project manager is considered an asset; • Good understanding across various sectors, including renewable energy and energy efficiency. Capacity to work independently and under pressure. • Fluent in English. • Resourceful team player with excellent interpersonal skills. Experience in PoAs is considered an advantage. 	
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