

Regional Project Manager

ABOUT SMART JOULES

- Smart Joules is a leader in energy efficiency services with a unique business model that delivers assured savings to its customers
- It is an early stage agile, fast-growing company funded by some of the large investors like **Asian Development Bank, TATA Capital, Sangam Ventures, Max Industries, Intelleventures, Mr. Saket Burman (Dabur Family), Mr. Nadir Godrej and 5 angel investors**
- Smart Joules has achieved
 - **35%** reduction on total energy consumption across all its clients till date, equivalent to the annual consumption of more than **15 Lakh** avg. Indian households
 - **1,13,254+ metric tons** of annual CO₂-eq. emissions reduction from existing projects
 - Saved more than **INR 133 Crore** of energy
- Some of its clients includes renowned companies like Apollo, Fortis, CARE, KIMS, Aster, Amneal and LMW
- It has presence across **25+ cities throughout India & 1 international partnership in Indonesia**
- Some Recognitions include: **Champion of Change recognition from the Prime Minister's Office & Niti Aayog, 10+ National Awards from Ministry of Power & CII, International Award from German Energy Ministry, Multiple international grants and fellowships, 35+ media coverages**
- Business Offerings
 - JoulePAYS: Pay-as-you-save model offering guaranteed energy savings with 0 CapEx and 0 risk for existing buildings and factories

- JouleCOOL: Cooling-as-a-service (build-own-operate-maintain-analyse-optimize) model offering sustainable, convenient, quality and economical cooling for new buildings
- DeJoule: IoT platform technology with hardware and software to continuously identify and automatically eliminate operational energy wastage
- For more details, see:
 - This recent [5-minute pitch](#) about the business
 - [This interview](#) with Govind explaining our business
 - [This podcast](#) with Forbes discussing our business and growth plans
 - This video calling out to the type of people we are looking for and this one relating to our mission
 - Our [website](#) and [LinkedIn page](#) have additional information

WHY SHOULD YOU BE A PART OF SMART JOULES?

1. 4X Individual Growth:

Very ambitious and goal driven management and team which targets to grow 318 times in next 7-8 years. If you are part of such a team, you will have to grow 4 times.

2. Market Leaders:

The market leader in their business segment in India and soon in the world

3. Contribute to Environment:

You contribute to the environment and society as a whole by being a part of journey to prevent 29 million tons of CO₂eq emissions before 2030 by making energy saving simple, substantial and profitable for large buildings and factories

4. Develop Entrepreneurial Skills:

Empowers Each Team Member with a Sense of Ownership, Build a Positive Team and Family Spirit, Get Shit Done, Maintain a High Level of Transparency and Honesty, Be Passionate, Determined and Bold, Pursue Growth and Learning, Be Adventurous, Creative and Open-minded

5. Develop Cross Functional Skills:

You work across multidisciplinary teams and hence, develop your skills across various domains

6. Stable Business:

Although fast growing, Smart Joules is stable with revenue locked in for 7-10 years with highly credit-worthy clients for whom we create disproportionate ongoing value.

7. Profitable:

Company is profitable and more than doubled in last year. Moreover, in the COVID times also it gave increments to its employees.

About the Role: Regional Project Manager

Role Summary

1. A Regional Project Manager is responsible for delivering on Smart Joules' project execution & completion targets through overall management, supervision, commissioning & handover of all project activities across all client sites in their region.
2. Location : Mostly at a large / critical site within the region they are responsible for.

3. Reporting to: Heads of Projects

4. Handling a team of 4-5 people.

Responsibilities

Responsibility Area	Responsibilities
Innovation	<ul style="list-style-type: none"> Imaging and piloting new ways to save energy, better ways to implement existing set of activities, managing teams, serving our clients, and spreading awareness in pursuit of our Mission and Vision.
Relationship Management	<ul style="list-style-type: none"> Periodic telephone / video discussions as well as regular F2F meetings with customer representatives to communicate progress and take their feedback on further improvement opportunities. Keeping client's engineering & administration team updated and satisfied, and ensuring adherence to clients' contractual commitments. Client introductions and post completion hand-holding of Operations team (for 1-2 months) to ensure smooth client handover to Operations. Maintaining good relationships with high quality, reliable and cost-effective service partners and contractors with adequate redundancy to ensure smooth functioning of works at site.
Budgeting & Project Cost Management	<ul style="list-style-type: none"> Creating budgets for project execution for the new sites, with necessary supporting documentation for further discussions & approval from the reporting manager as well as top management. Ensuring that the service partners deliver excellent quality of materials & workmanship inline with the SJPL's execution standards, and within the defined costs & budgets. Coordinating with the Procurement team for evaluation and induction of high-quality service partners for project execution in their regions.

Execution	<ul style="list-style-type: none"> • Preparing overall, monthly and weekly project milestones, for approved ECMs (energy conservation measures) at sites in the respective region. • Reviewing weekly and monthly completion targets for all sites; and helping Site Project Managers to deliver projects before the target deadlines • Ensuring planning of all associated activities for ongoing projects and to ensure our Project Managers are performing as intended, and with the intention of delivering savings as early as possible. • To Handover ECM-Wise Snag-Free Projects to Operations Team. • Provide guidance, support, and mentorship to ensure effective project execution. • Ensuring adherence to quality standards, safety protocols, and project timelines.
Project Handover	<ul style="list-style-type: none"> • Planning & ensuring validation of savings for each of the ECMs post commissioning (as per methodology defined by Central Design team), and reviewing ECM wise savings validation report (which is part of project handover folder). • Preparing and sharing a project handover folder to Operations team for each site, with all necessary documentations on each of the ECM, for seamless transfer of knowledge at all sites. • Preparing ECM Closure Reports (which is part of project handover folder) in the desired formats and getting it approved from the reporting manager; for further sharing separately with internal and external stakeholders (Techno-commercial report with Operations team and Technical report with Clients/DeJoule).
Documentation	<ul style="list-style-type: none"> • JouleWEEK: Preparing and sharing inputs to compile a comprehensive weekly report, which will be further shared with all SJPL team mates. • Ensuring timely, accurate and regular sharing of comprehensive information with other SJPL teams to optimize overall company workflow. • Ensuring that Project Managers submit accurate weekly Reports to clients on a timely basis, and explain activities carried out by Smart Joules to clients to help them appreciate our work • Regularly creating and sharing the weekly internal report on deviations in project progress against the schedule (based on weekly project progress report submitted by site Project Managers) • Ensuring adherence by all project execution team members in their region to Smart Joules' documentation standards, including but not limited to PRs, invoices, quantity measurement sheets, work

	<p>completion reports, commissioning reports, completion & handover documents for Operations team, savings revalidation report, etc.</p> <ul style="list-style-type: none"> • Regularly documenting and sharing best practices and success stories from all sites with other Regional Operations Managers, Energy Managers and teams in Smart Joules.
<p>DeJoule</p>	<ul style="list-style-type: none"> • Ensuring all necessary support to BMS design & commissioning team for deployment of DeJoule at the site in parallel with new equipment installation, with intention of getting DeJoule ready for each major equipment (chillers, pumps etc.) before its commissioning • Planning and facilitating necessary shutdowns at site as per the pre-defined plan (in coordination with the client), to support DeJoule deployment team members in timely completion of BMS commissioning at sites.
<p>Leadership</p>	<ul style="list-style-type: none"> • Contributions to improving the company's culture and policies, and to overall company planning in line with our Mission and Vision. • Reviewing monthly and weekly plans for all project execution related activities, and managing overall work of all project managers in their region. • Helping with induction programs of other team members in Smart Joules, as needed. • Planning of induction program for the new joiners in project execution team for their respective regions. • Constantly grooming & training 'Project Engineer or Associate Engineer-Project' deployed at sites in their regions, and tracking learning and skill levels to ensure continuous improvement and learning.

Skills & Experience Required

Skill & Behavior /Experience Required	Requirement Detail
Experience	<ul style="list-style-type: none"> Around 6 years of experience covering a mix of energy audits, HVAC SITC (supply, installation, testing & commissioning), Project cost management, Project documentation, client handling & client relationship management. Experience in Operations and maintenance of central air conditioning systems. Experience with BOQ measurement & manpower cost evaluation. Experience with Project documentation from start to finish in HVAC projects (including PRs, invoices, quantity measurement sheets, commissioning reports, completion & handover docs for Operations team, as well as savings validation report).
Education	<ul style="list-style-type: none"> Bachelor's Degree or Higher in Mechanical Engineering
Travel	Expected to travel to each site in their region at-least once per month.
Skills & Behaviour	<ul style="list-style-type: none"> Passes JouleFit (Core Values assessment). Strong computer skills (Web Search, Email, Word, Excel, Power Point) Must speak English and Hindi, and the local language spoken in their region. Knowledge of energy calculations,leading quality standards (ISO,ISHRAE,BEE) and certifications (LEED,NABH).

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