

BROAD Air Conditioning India 2026 Batch

Registration Link & Detail BROAD Air Conditioning India - Recruitment Drive –
B.Tech (Mechanical, Electrical (EE, EEE)-2026 Batch
Website: www.broadindia.com

BROAD Air Conditioning India Private Limited (BROAD India):

BROAD Air Conditioning India Pvt. Ltd. is one of the BROAD group companies amongst BROAD USA, BROAD Europe etc. BROAD India established in year 2016 while we are serving Indian customers since year 2001.

BROAD Air Conditioning Co. Ltd. established in 1988 and its headquarters is in Changsha, China.

BROAD supplies non-electric central air conditioning (Absorption Chillers) powered by natural gas, fuel or waste heat, power efficient oil free chiller (Magnetic bearing compressor), with packaged water distribution system.

BROAD Group: A privately-owned enterprise founded in 1988 with RMB 30,000. The company has developed hundreds of hi-tech products and has never copied any technology of its peers since inception.

The mission of BROAD Group is "For Humanity's Future: Using original low carbon & durable technology for the earth. Using original clean & safe technology for humans."

Headquartered in Changsha, China, BROAD Group has exported products to over 80 countries.

BROAD subsidiaries are listed below:

- BROAD Air Conditioning Co., Ltd.
- BROAD Clean Air Technology Co., Ltd.
- BROAD Nearly Zero Energy Building Co., Ltd.
- BROAD Energy Service Co., Ltd.
- BROAD Renewable Resources Co., Ltd.
- BROAD Sustainable Building Co., Ltd.

Which again owns the following subsidiaries:

- BROAD Holo Co., Ltd.
- BROAD Wind Power Co., Ltd.
- BROAD B-CORE Road and Bridge Co., Ltd.
- BROAD Lightweight Transportation Co., Ltd.
- BROAD Vacuum Loop Co., Ltd.
- BROAD B-CORE Slab Co., Ltd.

We are pioneering the Green revolution.

Position: "Customer Manager / Sales Manager" to work in our Sales Department.

Job Location:

- Surat (Gujarat), Delhi-NCR, Mumbai, Bangalore & Raipur (Chhattisgarh)
- Candidates must be willing to relocate and travel.

Employment Type: Permanent

Probation Period: 6 Months

CTC:

- INR 20,000 per month during probation
- INR 40,000 after probation

Other Monetary / Non-Monetary Benefits:

- PF, Health Insurance, Travel DA, Mobile expense etc.
- Contract bonus & allowance based on achieved service performance & activity

Educational Qualification: B.E. / B.Tech

Branch: Mechanical, Electrical (EE, EEE) (Electrical/Automation major with priority) or equivalent

Year of Passing Out: 2026

Cut Off Criteria: 70% throughout academic career

Gender: Male candidates only

Service Agreement: 1 Year

Joining: Selected candidates have to join post completion of the engineering course, tentatively July/August 2026 onwards.

Job Duties & Responsibilities:

Responsible for creating and building deeper networks and relationships with potential and existing business opportunities to generate revenue, improve profitability and fast paced growth.

1. Accountability Cluster:

Market mapping to understand the market landscape, upcoming opportunities both passive and active. Keeping an eye on competition and having market intelligence.

Major Activities / Tasks:

- To do market trend analysis by doing market mapping, industry scanning, competitor profiling etc. & its documentation
- To do structured analysis of target market & client research
- Proactively create a pool of potential clients & managing conversations to convert them for maintaining a strong pipeline and win rate
- Representing the organization at various industry events & other forums, and thereby creating awareness about the concept, brand & solutions
- Partnering with external industry experts to know the best practices and share the same with the respective stakeholders
- Having hawk eye on competition and actionable market intelligence insights

2. Accountability Cluster:

Responsible for generating Sales Leads and managing the pipeline.

Major Activities / Tasks:

- Doing cold calls, physical site visits, networking in relevant partnership groups to generate leads and create awareness of our business offerings and solutions
- Responsible for generating and qualifying leads across various industry verticals
- Having robust documentation for the leads generated and prioritizing them for targeted discussions
- Being in regular touch with all the key stakeholders & decision makers at client site and creating the rapport with them
- Having an annual plan for growing business with multiple clients across industries

3. Accountability Cluster:

Provide customized solutions to the clients and being voice of customer to internal teams for improvement of the business solutions

Major Activities / Tasks:

- Understand BROAD products like Vapor Absorption Machines, Power Efficient Chillers, BROAD Pump sets and advising the client with suitable product or a mix of the products
- Understand the client's existing & upcoming utilities infrastructure basis which provide solutions
- Collect field data related to energy usage & do clients' energy audits (via analysis of data or physical visits, as required)
- Analyze their data for understanding their need in terms of energy saving measures required
- Create energy audit report (in collaboration with the Energy Audit team) and share recommendations to create a comprehensive project proposal to get new customers
- Setting realistic expectations with the client and create solutions which we can deliver basis what we are committing to them

4. Accountability Cluster:

Creating financial modeling and responsible for the Project Management till signing up of the client and on boarding them.

Major Activities / Tasks:

- Creating the simulations and financial models to create the most valued solution
- Doing cost & benefit analysis to check feasibility to run a project with each client
- Track costs & savings throughout each project. Take corrective actions in case of things getting off-track
- Ensuring completion of all the paperwork, documentation and signing of the contract with the clients

5. Accountability Cluster: To work with cross functional teams & multiple stakeholders.

Recruitment Process

Step 01: Apply online at the link below.

Step 02: Application/Resume level screening (Optional | Elimination Round)

Step 03: Technical Test (Online Mode | Optional | Elimination round)

Shortlisted candidates have to attend further process as mentioned below:

Step 04: First round of Technical Interviews (Online Mode)

Step 05: Second round of Technical Interviews (Online Mode)

Step 06: HR & Final Interview Rounds (Online Mode)

Registration Link:

<https://forms.gle/VdWx32dc2og3xbav9>

Last Date for Online Application:

22.01.2026