

Job Summary

Indian Institute of Management, Ahmedabad is leading the consortium for demonstrating P2P energy trading using blockchain as an underlying technology. The project is in the field testing stage and we need to provide a go to market strategy and develop a few innovative business models under prevailing regulatory frameworks and environmental and market conditions. We are looking to engage a research associate having experience of energy sector areas such as power trading etc. In this role you will identify emerging use cases, understand the market pulse, study regulatory aspects and postulate business models taking all of them into account. This role requires a very dedicated and capable individual who can understand consumer requirements, and able to develop product and business roadmaps. You would be reporting to the Principal Investigator of the project or any person nominated by him.

Responsibilities and Duties

- Ability to clearly understand the business requirements of customers and to find ways to apply Transactive Energy solutions to solve the business problems of the consumers
- Coordinate with project partners for field testing and troubleshooting activities
- Create consumer awareness about emerging technologies for demand side energy management such as P2P Energy Trading, Demand Response, Flexibility Aggregation etc.
- Participate in team meetings and weekly update calls with PI and project leader

Required Experience, Skills and Qualifications

- Must either be a B.Tech/M.Tech in Electrical Engineering, or a graduate from NPTI or other power sector focused institutions. Having an MBA will be desirable
- Understanding of emerging areas of energy sector such as Smart Grids, Transactive Energy, Demand Response, Peer to Peer Power trading etc.
- Hands on knowledge of Power trading, Demand Response, Smart city projects, Greenfield and Brownfield solar projects is desirable.
- Remunerations will be as per qualification and experience, and within the rules and regulations

Timelines & Deliverables

1. 1st & 2nd Months
 - a. Identify successful use cases for P2P Energy Trading & Demand Response globally & in India.
 - b. Determine market potential for P2P Energy Trading and Demand response in India
 - c. Visit stakeholders and study their business requirements. Develop a go to market strategy for India taking stakeholder inputs
 - d. Assist with field pilots at power companies as already under process
2. 3rd - 6th Months
 - a. Organize 2 webinars in collaboration with industry (Smart Cities mission, EESL, Regulators) etc. to explain about Transactive Grid solutions and their relevance to Smart Cities
 - b. Visit 6 potential C&I customers for participating in DR and understand their needs better
 - c. Visit 3 potential SEZ and Gated communities and understand their requirements

End deliverable is to sign up total 5 POC for P2P Energy Trading and 2 pilot for DR with utilities

Applications may be sent to jigarshah@iima.ac.in until May 30, 2020