



Sustainable Technologies

<https://sustainable-technologies.com/>

Dear Candidate,

Greetings from Sustainable Technologies.

Sustainable Technologies works at the intersection of Sustainability, ESG, and informed hiring decisions.

Our primary focus is on Recruitment and Talent Advisory in the Sustainability, ESG, and Green Building domains. We support organisations in identifying and hiring professionals with relevant domain understanding, practical exposure, and a learning-oriented approach.

As Sustainability and ESG roles continue to evolve, organisations increasingly seek professionals who can contribute effectively to emerging requirements and changing business expectations. Through our recruitment activities, we connect suitable candidates with relevant career opportunities in these domains.

Our work includes:

- Recruitment and talent advisory for Sustainability, ESG, and Green Building roles
- Supporting organisations in defining role requirements and hiring expectations
- Identifying candidates with relevant domain understanding and growth potential

In addition, we provide:

- Advisory support related to Sustainability and ESG requirements
- Training and capacity-building initiatives focused on practical understanding and application
- Technology-enabled hiring approaches to support informed decision-making

We believe that sustainable outcomes depend on clear direction, capable people, and informed decisions. **We Do Not Charge Candidates Any Fees For Applying To Or Being Considered For Vacancies With Our Direct Clients.**

Thanks and Regards
Prashant Wakare
Founder
Sustainable Technologies

How to Stay Connected

1. Prashant Wakare: Founder | Sustainable Technologies:
LinkedIn Id: www.linkedin.com/in/prashant-wakare-a7a6aa1b3
2. Sustainable Technologies:
LinkedIn Id: <https://www.linkedin.com/company/sustainable-technologies-india/>
3. Current Vacancies: <https://sustainable-technologies.com/current-vacancies/>
4. Whatsapp Channel for Quick Job Updates - Sustainability, ESG, Green Building:
<https://whatsapp.com/channel/0029VbC5XboDZ4LdLGZvll2I>

Other Relevant Services - Knowledge & Recruitment

https://topmate.io/prashant_wakare

We are Hiring for our Clients

Vacancies Updated as on: 24-08-2026

How to Apply:

- **Step: 1 of 5:** Please review the eligibility criteria carefully before applying. We appreciate your cooperation in submitting relevant applications only.
- **Step: 2 of 5:** Please Whatsapp Updated CV: +91-9714044557 (Prashant Wakare: Founder | Sustainable Technologies) (For CV Guidance - Free for a Limited Time - Recruiter's Perspective - https://topmate.io/prashant_wakare)
 - At the top of your CV, please include your Native Location, Current Location, and Preferred Location. If you are an immediate joiner, please mention "Immediate Joiner" prominently as well.
 - If you are currently not employed, please do not mention "Present" against your last employment. Instead, mention the actual month and year when your employment ended. If you are serving your notice period, mention your proposed last working date instead of "Present".
 - In the Employment Details section, clearly mention the duration of employment for each organization in format: Month-Year to Month-Year.
 - Ensure that your CV does not leave any scope for ambiguity or confusion.

- Step: 3 of 5: Please click the WhatsApp link below to share your basic details. A pre-filled WhatsApp message will open. Kindly complete the required details accurately before sending the message.

<https://apply.sustainable-technologies.com> (This link is connected to: +91-9714044557)

1. Position Applied For: as per job vacancy details
2. Currently Employed - (Yes/No):
3. Serving Notice Period - (Yes/No) - If Yes, Last Date of Working:
4. Total Work Experience - (Years):
5. Total Relevant Work Experience - (Years):
6. Current Location:
7. Open to Relocation to Job Location - (Yes/No): as per job vacancy details
8. Current/Last Fixed CTC - (LPA):
9. Expected Fixed CTC - (LPA): as per job vacancy details
10. Official Notice Period - (Days): as per appointment letter of current organization

- Step: 4 of 5: Please ensure that you have shared your Updated CV and basic details accurately.
- Step: 5 of 5: Please keep the JD handy and feel free to call us (+91-9714044557) (Prashant Wakare: Founder | Sustainable Technologies) for further discussion. We are available Monday to Sunday, between 10:00 AM and 10:00 PM. If we miss your call, we will call you back.

If we do not receive a phone call from you for further discussion, your application will not be considered for further processing.

Position: ESG Manager | Job Location: Pune (Kharadi) - Onsite - Not Negotiable | Salary Budget: 8-9 LPA | Salary Payroll - Direct Client | Out of 5 Working Days, 2 Days WFH Option | Hiring Organization Background - Consulting - Sustainability and ESG Domain | Immediate Joiners Preferred

About the Position:

Our Client is looking for motivated and talented candidate for Managerial position in ESG & Sustainability to join their growing technical team. This role will be the front line for the Client's technical Team. A dynamic persona, she/he will go out and meet the clients

to give an understanding about Client's products and services in ESG & Sustainability. Also, handle the technical team as well as projects.

Responsibilities:

- Handling projects - GHG accounting, Life cycle assessment and CBAM reporting etc.
- Assisting sales team as technical expert for client meetings.
- Able to deal with the clients for the queries and handle the projects individually.
- Develop and implement organization's strategy and policy relating to ESG services.
- Coordinate the preparation of ESG reports, ensuring accurate and timely disclosure of relevant information.
- Stay informed about evolving ESG reporting frameworks and standards such as BRSR, GRI, and TCFD etc.
- Mentoring technical team and capacity building through training for the team.
- To ensure that continual improvement is going on after implementing the system.
- Identify, evaluate, and implement innovative technologies that improve environmental performance and sustainability across product lifecycles.
- Lead research and development initiatives for sustainable products, integrating eco-design, circular economy principles, and cleaner technologies.
- Establish and maintain partnerships with academic institutions, research organizations, and technology providers for knowledge exchange and joint innovation.
- To conduct the analysis of customer feedback and to identify the customer satisfaction level.
- To verify and review technical records and reports.

What we are looking for:

- Ph.D. Environment Science/Engineering or in relevant field with 2+ years of Experience.
- B.Sc./M.Sc. Environment Science/Engineering or in relevant field with 5+ years of Experience.

Position: VP (Finance) | Job Location: Pune (Kharadi) - Onsite - 5 Days Working - Not Negotiable | Out of 5 Working Days, 2 Days WFH Option | Salary Budget: 20-22 LPA | Salary Payroll - Direct Client | Hiring Organization Background - Consulting - Sustainability and ESG Domain | Immediate Joiners Preferred

About the Position

We are looking for a strategic and commercially driven Vice President - Finance to lead the finance function and support the company's growth journey. This role goes beyond traditional finance and accounting, it requires a business leader who can partner with the leadership team, challenge assumptions, evaluate business opportunities, and drive profitable growth. The ideal candidate is a qualified Chartered Accountant with strong financial leadership experience, a business-first mindset, and the ability to influence strategic decisions while ensuring financial discipline, governance, and operational excellence.

Expectation from the Role:

- Independently lead and oversee the finance and accounting function.
- Partner with the Founders and leadership team to drive business strategy, financial planning, business feasibility, financial viability, optimize costs and enhance profitability, and support the organization's long-term growth.
- Collaborate effectively with Sales, Product, Marketing, Operations, HR, and other functions to align financial strategy with business objectives.
- Drive business analytics, financial planning, budgeting, forecasting, cash flow management, and risk assessment to improve business performance and to support sustainable growth.
- Build and maintain strong relationships with banks, auditors, investors, financial institutions, and other external stakeholders.
- Lead, mentor, and develop a high-performing finance team, driving accountability, ownership, and continuous improvement.

What we are looking for:

- A bachelor's degree in finance, accounting, or a related field.
- Chartered Accountant (CA) qualification is mandatory (we are ok with someone who has given CA Final but couldn't clear it)
- 6+ years of post-qualification experience, preferably in leadership roles.
- Experience partnering with business leaders and influencing strategic decision-making in a high growth organization.

- Strong understanding of Indian financial regulations, taxation, accounting standards, compliance, and corporate governance.
- Excellent analytical, problem-solving, and decision-making abilities.
- Proficiency in Zoho Books, Microsoft Excel, and financial reporting tools.
- Strong leadership, stakeholder management, and team development capabilities.
- Excellent communication and influencing skills, with the confidence to challenge ideas constructively and drive business outcomes.
- Experience in the ESG, sustainability, consulting, or professional services sector will be preferred.

Position: Sales Head - India | Job Location: Pune (Kharadi) (Travel across India as required) | Salary Budget: 20-22 LPA | Salary Payroll - Direct Client | Hiring Organization Background - Consulting - Sustainability and ESG Domain | Immediate Joiners Preferred

About the Position:

The Head - Sales (India) will be responsible for leading and driving Client's national sales strategy, revenue growth, and market expansion across India. This senior leadership role involves setting the national sales strategy, owning revenue targets, and building and managing a multi-region sales organization. The incumbent will develop high-performing sales teams, build strategic customer relationships, identify new business opportunities, and ensure consistent achievement of revenue targets. Playing a key role in expanding Client's presence in the sustainable construction and eco-solutions market. The ideal candidate combines strong commercial acumen with hands-on team leadership and a genuine interest in sustainable building practices.

Role Expectations:

- Strategic Leadership
 - Develop and execute the national sales strategy aligned with the company's business objectives.
 - Lead all sales activities across India to drive sustainable revenue growth.
 - Identify emerging market opportunities and develop strategies for different customer segments.
 - Drive market penetration and increase the company's presence across key regions.
 - Collaborate with leadership to define annual sales plans, budgets, and growth initiatives.
- Revenue Management
 - Own and deliver national sales revenue and profitability targets.
 - Monitor sales performance against budgets and KPIs.
 - Analyse sales trends, customer insights, and market intelligence to support strategic decision-making.

- Develop accurate sales forecasts and pipeline reports.
- Ensure achievement of regional and national sales objectives.
- Team Leadership
 - Build, lead, mentor, and develop a high-performing sales team across multiple regions.
 - Recruit, on-board, coach, and evaluate sales managers and sales executives.
 - Establish performance goals and conduct regular performance reviews.
 - Identify capability gaps and implement learning and development initiatives.
 - Foster a culture of accountability, collaboration, and customer excellence.
- Client & Stakeholder Management
 - Develop and maintain strong relationships with key customers, channel partners, architects, consultants, developers, and other stakeholders.
 - Represent Client at industry conferences, exhibitions, networking forums, and trade events.
 - Understand customer requirements and propose sustainable and value-driven solutions.
 - Support strategic negotiations and key account management initiatives.
- Market Expansion
 - Identify new markets, customer segments, and business opportunities across India.
 - Drive business development initiatives to expand the company's customer base.
 - Conduct market research and competitor analysis to identify growth opportunities.
 - Develop go-to-market strategies for new products, services, and regions.
- Sales Operations
 - Establish sales processes, governance, and reporting mechanisms.
 - Review regional sales performance through regular business reviews.
 - Ensure timely reporting of sales pipeline, revenue forecasts, and performance metrics.
 - Monitor sales productivity and recommend process improvements.
 - Coordinate with cross-functional teams to ensure seamless customer delivery.

What are we looking for?

- Master's in Business with preferably with specialization in Sales/Marketing.
- 10+ years of experience in B2B Enterprise Sales/Business Development, preferably in Enterprise SaaS, with at least 4-5 years in a national, multi-region, or team leadership role.
- Proven track record of consistently achieving or exceeding revenue and business growth targets.
- Experience managing high-performing sales teams across multiple states or regions in India.

- Strong strategic thinking with the ability to translate strategy into execution.
- Excellent negotiation, presentation, communication, and stakeholder management skills. • Experience in new client acquisition, enterprise account management, and end-to-end deal closure.
- Proficiency in CRM systems, analytics tools, and sales dashboards.
- Willingness to travel across India as required.

Position: ESG Executive | Job Location: Pune (Kharadi) - Onsite - Not Negotiable | Salary Budget: 5-6 LPA | Salary Payroll - Direct Client | Out of 5 Working Days, 2 Days WFH Option | Hiring Organization Background - Consulting - Sustainability and ESG Domain | Immediate Joiners Preferred

About the Position

We are looking for motivated, experienced and talented candidate to join our growing technical team. The Executive will be the technical expert handling projects; queries related to the project & client's requirements. He/she will be competent and capable of understanding & implementing the upcoming sustainability requirements for the various sectors.

Roles & Responsibilities:

- To coordinate for developing and implementing Organization's initiatives and policy relating to sustainability services.
- To coordinate with Manager to develop and maintain the management system throughout the organization.
- To oversee and keep up to date the documents related to management system.
- To assist to collect the data from clients and verify as per the requirements.
- To assist the manager for site visits for data collection.
- To prepare the draft reports as per the guidelines and frameworks.
- Effective communication skills with the ability to engage and influence stakeholders at various levels.
- To communicate with the clients for the data collection and related activities.
- To execute the tasks related to exhibitions, events, conferences etc.
- To assist in the sales activities from technical perspective including build customer profiles, calling prospects, setting up meetings, assist in meetings.
- As and when required, contribute to administrative tasks for organization.

What are we looking for

- Environmental Engineer or MSc Environmental Science or B.E. (any branch) or relevant educational background
- 3+ years of experience in the assessment and/or application of best practice ESG standards and performance