

## Partner Manager (Sales)

Company: TVILIGHT Projects B.V. (India branch office)

Location: Ahmedabad, India

Job Type: Full-Time

Travel Requirement: 20%–30% (Domestic and occasional International)

### About TVILIGHT

TVILIGHT is a European market leader in smart city lighting control solutions, specializing in sensors, connected lighting controls, and management software. Our open platform, powered by Open API, enables Smart City and IoT integration. Over 1000 cities across 35+ countries in Europe, the Middle East, and Asia benefit from TVILIGHT solutions. Our mission is to empower cities with intelligent outdoor lighting solutions that improve urban life. Learn more at <https://tvilight.com>.

### Role Summary

As Partner Manager at TVILIGHT, you will be instrumental in managing and expanding our network of partners – including luminaire manufacturers, system integrators, and installation companies – to grow our presence across Indian cities and selected regions in the Middle East.

The role emphasizes a consultative sales approach and requires deep understanding of outdoor / public lighting and governmental procurement processes. You will act as a strategic advisor to partners, municipal clients, and infrastructure stakeholders, helping them deploy cutting-edge smart street lighting and IoT solutions.

### Key Responsibilities

- Drive sales through consultative selling and strategic business development.
- Develop and manage long-term relationships with existing and new partners across India and selected Middle East regions.
- Identify and engage with government bodies, municipal corporations, and public infrastructure agencies.
- Support partners with training, sales enablement, and joint go-to-market initiatives.
- Represent TVILIGHT at partner meetings, industry events, and trade shows.

- Collaborate with internal teams (sales, marketing, technical, and product) for seamless project delivery.
- Stay updated on market trends, smart lighting innovations, and public infrastructure developments.

## Required Qualifications

- Minimum 5 years (preferably 10 years) of sales experience in outdoor lighting, ideally smart street lighting control projects
- Proven success in partner/channel sales and consultative selling
- Experience working with government entities or public sector liaisons is a strong advantage
- Established knowledge and network in the street lighting sector is preferred
- Bachelor's degree (or higher) in Business, Engineering, or a related field
- Fluent in English
- Strong interpersonal, communication, and negotiation skills
- Willingness to travel extensively within India and the Middle East (20%–30%)

## What We Offer

- Competitive salary, including health insurance for you, your spouse, and two children
- A high-impact role in a fast-growing, innovative smart city technology firm
- Opportunity to work in one of the most exciting industries
- Collaborative, multicultural, inclusive work environment
- Professional development and growth opportunities

## How to Apply

Send your résumé along with a brief write-up describing your experience in the street lighting sector to Chintan Shah at [c.shah@tvilight.com](mailto:c.shah@tvilight.com) with the subject line: “Partner Manager”

**Join us to make cities brighter, smarter and greener – one city at a time.**

<https://tvilight.com>