



*We are hiring ambitious candidates with relevant industry experience and engineering background for multiple roles at our Nagpur corporate office.*

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### WE ARE...

*Lars Enviro Pvt Ltd, part of Singapore based CleanEdge Water; is a leading environmental engineering solutions provider for waste to energy, water and wastewater treatment.*

**[Submit Your CV- recruitment@larsenviro.com](mailto:recruitment@larsenviro.com)**



## **Job Description- 1**

### **Job Profile - Business Development Executive - (Waste to Energy-Biogas)**

**Educational Requirement-** Degree or Post graduate degree in Engineering, preferably

**Location-** Nagpur

**Relevant Experience-** In waste to energy Plants (CBG Plants)

**Desired Experience -** 3-7 years.

**Positions-** 1

**Job Type-** Full-time

### **Desired Skill & Qualification Required: -**

We are looking for candidates having enriched experience in Project Management including planning, budgeting, preparing BOQs, Designing and Executing all allied works related to execution of CBG projects, Industrial WWTP, Sludge Digesters, Anaerobic Reactor, etc. (Note: - Experience in CBG Plants would be preferred)

### **Major skills**

- Worked in an industry relevant to CBG, Solid waste management, waste water treatment & Industrial Water treatment. **(Compressed Biogas -CBG Experience is preferred and would be given priority)**
- Hands on experience with handling/designing/Executing CBG Plants, industrial waste water treatment, Sewage treatment, water treatment and waste water treatment. **(Compressed Biogas -CBG Experience is preferred and would be given priority)**
- To act as a 'resource person' during proposal, project and execution phase of such projects for the new applications developed or integrated in our treatment systems.
- Apart from the above job responsibilities, any other responsibility can be assigned to you from time to time by the management.



**As an Executive - Clean Energy, you shall report to Manager- Clean Energy and perform the following responsibilities:-**

- Work Experience with CBG Plant and knowledge of Biogas Processes.
- Has knowledge of designing Bio-CNG Plants.
- Has experience in operation of Bio-CNG plant.
- DPR writing skill.
- Having sound knowledge of Biomass Policies and different schemes related to Biogas Industries, especially CBG.
- Good communication, leadership, planning and mentoring skills
- Multidisciplinary project management experience (Civil & Mechanical)
- Experience in regulatory aspects of EPC Projects.
- Understanding clients specified and desired requirement.
- Making technical presentations and demonstrating how a system will meet client needs.
- To have techno-commercial discussions with client on offer / proposal.
- Negotiating tender and Government contract terms.
- Assist Project execution team during project execution.



## Job Description-2

### Job Profile -Design Manager

**Educational Requirements-** Degree or Post graduate degree in Mechanical/Chemical Engineering , preferably

**Locations-** Nagpur

**Relevant Experience-** In water and wastewater treatment industry

**Desired Experience –** 8-15 years

**Positions-** 1

**Job Type-**Full-time

### Desired Skill Set requirements

- Customer focus, analytical ability ,data interpretation & Logical reasoning
- Communication (More importantly written communication) interpersonal Relationships
- Leadership, Decision making & problem solving
- Knowledge of Computer applications especially MS-Excel,MS-Word, MS-Project / Power Point

**Major Skills-** Detailed engineering design, Mass balance, mechanical & process design calculations, sizing calculations, Head Loss calculation and selection of various electro-mechanical equipment.

**As Manager - Design, shall report to Head – D & D and perform the following responsibilities:-**

- Preparation and review of PFD, P&ID, Heat and Mass balance etc.
- Hands on experience in Pump Hydraulics, line sizing and process equipment sizing.
- Selection and preparation of datasheets for various bought outs like valves, motor, relief valves, control valves, instruments, etc.



- Preparation and review of various documents like valve list, control philosophy, cause and effect diagram, line list, equipment list, electrical load list etc.
- Design of shell and tube heat exchangers, evaporators & reboilers.
- Design of Distillation column & Packed Column.
- Sizing of process equipment like expansion tank, storage tank, Vapour separator etc
- Proficient in combustion and stoichiometric calculations.
- Assistance to technical services team for commissioning and trouble shooting activities.
- Knowledge of various standards and international codes.
- Proficient in review of engineering documents delivered from suppliers and clients, like bought outs, structural calculations, drawings.
- Co-ordination with other groups like civil, electrical and Instrumentation for smooth and timely execution of project.
- Co-ordination with Client to implement project activities & delivered inputs to team.
- Dealt with Procurement related activities such as release of Enquiry specifications, Offer Evaluation, Technical Recommendations and Vendor drawings review.
- Review and inputs for the development of plant layout, foundation layout, equipment GA, hazardous area layout, piping layout etc.
- Enquiry review, quote preparation, costing and estimation
- Tender interpretation, TQ generation and their resolution.
- Discussion with vendors and customers.
- Technical discussions and order finalization.



### Job Description-3

#### Job Profile-Process Manager

**Educational Requirements-** Degree or Post graduate degree in Environmental Engineering / Biotechnology/ Chemical

**Locations-** Nagpur

**Relevant Experience-** In water and wastewater treatment industry

**Desired Experience –** 10-15 years

**Positions-** 1

**Job Type-**Full-time

**Major Skills-** Biological Anaerobic & Aerobic Treatment ,UF, RO, WTP, ETP, STP, DM plant, trouble-shooting, Operation and maintenance

#### **Skill Set requirements**

- Customer focus, analytical ability ,data interpretation & Logical reasoning
- Communication (More importantly written communication) ,interpersonal Relationships
- Leadership, Decision making & problem solving
- Knowledge of Computer applications especially MS-Excel,MS-Word, MS-Project / Power Point

**As Manager - Process, shall report to Head - Process and perform the following responsibilities:-**

- Shall conceive, plan, organize and arrange execution of pre-commissioning , commissioning stabilization work and handling over the plant to the customer.
- Ensure availability of adequate resources such as manpower,Machines material etc needed for Commissioning activities.
- Commissioning activities shall be carried out as per safety norms laid down by the company or by the competent authority at site.



- Ensure timely completion of Project commissioning as per planned schedule, within the control cost and maintain records.
- Initiate corrective and preventive action when process or product non-conformities or potential non-conformities are observed during the course of Commissioning.
- Review and redress customer complaints related to Process , Product and Service.
- Collect validation reports from clients forward to the authorities concerned.
- Train , develop , motivate and retain the personnel of the Commissioning team.
- Evaluate the periodical specific performance of Commissioning team members as per the prescribed format.
- Maintain record of time management /utilization of man-hours (Self) and maintain record of site deputations.

Any other responsibility that may be assigned from time to time by the competent authority.



## Job Description-4

### Job Profile- Purchase Manager

**Educational Requirements-** Degree or Post graduate degree in Mechanical / Production

**Locations-** Nagpur

**Relevant Experience-** In water and wastewater treatment industry

**Desired Experience –** 10-15 years

**Positions-** 1

**Job Type-**Full-time

**Major Skills-** Procurement , Supply Chain Management, Negotiation ability and Vendor development, Updated knowledge on import/ Export producers. Knowledge about recent Software in purchase like ERP.

### **Skill Set requirements**

- Customer focus, analytical ability ,data interpretation & Logical reasoning
- Communication (More importantly written communication) ,interpersonal Relationships
- Leadership, Decision making & problem solving

Knowledge of Computer applications especially MS-Excel,MS-Word, MS-Project / Power Point

**As Manager - Purchase, shall report to GM and perform the following responsibilities:-**

- Conceive, Plan, Organize and Executive purchase activities to ensure supply of materials for uninterrupted and timely completion of Project Execution and product quality within the control cost.
- Ensure evaluation, registration & periodical re - valuation of performance of suppliers and maintain approved vendor register.
- Development of new vendors and products.





- Ensure that purchases are made only on the basis of approved requirement including product specification and as per t laid down purchase procedure.
- Ensure inspection of purchase material including third party inspection when required and disposition of rejections.
- Ensure proper follow-up and timely delivery of material at site / point of use as per the terms and condition of the purchase order
- Ensure preparation of MRN and verification of product on receipt at respective places.
- Ensure effective implementation of Quality Management System (QMS) requirements as per the latest version of ISO 9001 International Standard.
- Maintain records of all entry form and responsibilities to take acknowledge of receipt of form 31 from client. Records to be maintain and sent to client before getting new entry forms.
- Raise invoice supplies of bought out items and send it to the site engineer before receipt of material at site, for submission and realization of payments from the clients. Update the record of all such invoices in soft format.

#### **Logistic / Compilation of specification / Inspection procedure for export projects.**

- Ensure that the time of higher authorities are not wasted for finalization of prices, call from suppliers for payments, call from project execution for delivery of material with time schedule etc.
- Evaluate the performance of the employees in the department, identify their strength and weakness and determine training needs if any and organize the training through HR and Administration.
- Keeping contract files and using them as reference for the future
- Forecasting price trends and their impact on future activities
- Negotiating and agreeing contracts and monitoring their progress, checking the quality of service provided
- Develop procedures for inspection / GA drawings / QAP for fabricated items.
- Any other responsibility that may be assigned from time to time by the competent authority.



## **Job Description-5**

### **Job Profile- Project Manager**

**Educational Requirements-** Degree or Post graduate degree in Mechanical / Production

**Locations-** Nagpur

**Relevant Experience-** In water and wastewater treatment industry

**Desired Experience –** 12-20 years

**Positions-** 1

**Job Type-**Full-time

**Major Skills-** Installation, Erection, Tank Fabrication, Piping, Aeration Tank, UASBR

### **Skill Set requirements**

- Customer focus, analytical ability ,data interpretation & Logical reasoning
- Communication (More importantly written communication) ,interpersonal Relationships
- Leadership, Decision making & problem solving
- Knowledge of Computer applications especially MS-Excel,MS-Word, MS-Project / Power Point

**As a Manager - Project, shall report to Sr Manager – Project or GM and perform the following responsibilities:-**

- Conceive, Plan, Organize and Executive purchase activities to ensure supply of materials for uninterrupted and timely completion of Project Execution and product quality within the control cost.
- Ensure evaluation, registration & periodical re - valuation of performance of suppliers and maintain approved vendor register.
- Development of new vendors and products.
- Ensure that purchases are made only on the basis of approved requirement including product specification and as per t laid down purchase procedure.



- Ensure inspection of purchase material including third party inspection when required and disposition of rejections.
- Ensure proper follow-up and timely delivery of material at site / point of use as per the terms and condition of the purchase order
- Ensure preparation of MRN and verification of product on receipt at respective places.
- Ensure effective implementation of Quality Management System (QMS) requirements as per the latest version of ISO 9001 International Standard.
- Maintain records of all entry form and responsibilities to take acknowledge of receipt of form 31 from client. Records to be maintain and sent to client before getting new entry forms.
- Raise invoice supplies of bought out items and send it to the site engineer before receipt of material at site, for submission and realization of payments from the clients. Update the record of all such invoices in soft format.
- Logistic / Compilation of specification / Inspection procedure for export projects.
- Ensure that the time of higher authorities are not wasted for finalization of prices, call from suppliers for payments, call from project execution for delivery of material with time schedule etc.
- Evaluate the performance of the employees in the department, identify their strength and weakness and determine training needs if any and organize the training through HR and Administration.
- Keeping contract files and using them as reference for the future
- Forecasting price trends and their impact on future activities
- Negotiating and agreeing contracts and monitoring their progress, checking the quality of service provided
- Develop procedures for inspection / GA drawings / QAP for fabricated items.
- Any other responsibility that may be assigned from time to time by the competent authority.



## Job Description-6

### Job Profile- Sales Manager

**Educational Requirements-** Degree or Post graduate degree in Engineering Background preferably

**Locations-** Nagpur & South Location (Chennai or Bangalore)

**Relevant Experience-** In water and wastewater treatment industry

**Desired Experience –** 10-15 years

**Positions-**2

**Job Type-**Full-time

### Major Skills-

Having enriched experience and responsible for Sales & Marketing of Industrial ETP/WWTP, Anaerobic Reactor, UF, RO, and Effluent Recycling Plant, WTP (DM Plant) for Industrial sectors like , Foods & Beverages, Distilleries, Paper mills, Sugar, Dairy Industry, Pharmaceuticals, Textiles etc .

- Should be ready to work on performance based flexi pay.
- Ready to travel extensively
- SOUTH REGION- WORK FROM HOMEPLACE (CHENNAI / BANGALORE)

### Roles and Responsibilities :

- Searching for new clients anywhere in India.
- Traveling to visit potential clients.
- Establishing new, and maintaining existing, relationships with customers.
- Understanding clients specified and desired requirement.
- Coordinating with the Support section, communicating clients needs to HO,
- Getting offers from Proposal, checking it and submitting it to the client.
- Making technical presentations and demonstrating how a system works.
- Meet client needs.
- To have techno-commercial discussions with the client on offer/proposal.
- To book order at reasonable pricing.



- Negotiating tender and Government contract terms.
- Assist Project execution team during project execution and payment follow up.
- Preparation and submission of sales projection on a regular basis.
- Supporting marketing by attending trade shows, conferences, and other marketing events.
- Collecting and compiling information on all potential customers.
- Collecting and compiling information on potential competitors.

#### **Required Candidate profile**

- Worked in an industry relevant to waste water treatment & Industrial Water treatment
- Hands on experience with selling of Sewage treatment, water treatment and waste water treatment.
- Exposure of Industrial System Sales (WTP/DM/ETP/WWRP)
- Candidates having network/experience of system sales in industries like distilleries sugar, breweries, dairies, paper mill would be preferred.



## Job Description-7

### Job Profile- Proposal Engineer

**Educational Requirements-** Degree or Post graduate degree in Engineering Background preferably

**Locations-** Nagpur

**Relevant Experience-** In water and wastewater treatment industry

**Desired Experience –** 3-10 years

**Positions-**2

**Job Type-**Full-time

### Major Skills-

We are looking for candidates having enriched experience and responsible for basic design and proposal making of WTP (DM Plant), ETP, STP UF, RO, and Effluent Recycling Plant for Industrial sectors like , Foods & Beverages, Distilleries, Paper mills, Sugar, Dairy Industry, & Breweries, Pharmaceuticals, Textiles etc .and is ready to relocate to Nagpur.

### Roles and Responsibilities :

- Study of Enquiry ,Design, Preliminary drawing, estimation, vendor followup,offer preparation,other work given by seniors.
- Discussion on proposed scheme for customer with concern sales person, AM etc
- To understand the requirements of client
- Preparation of design and offer as per the design guidelines freezed by company
- Preparation of necessary drawings/getting drawing from drawing department
- To send enquiries to supplier / vendors for quotation.
- Making technical proposal, presentations and demonstrating how a system works.
- To have techno-commercial discussions with the client on offer/proposal.
- Get approval from AM /DM/sales person before submission..
- Traveling to visit potential clients.



- Understanding clients specified and desired requirement.
- Coordinating with the Support section, communicating client's needs.
- Collecting and compiling information on all potential customers.
- Maintenance of records
- Storage/preservation/disposal of documents
- To be made safe way available to retrieve the data
- To maintain own records of work done on daily basis
- To make available for any information which required by sales team during discussion with customer
- Supporting marketing by attending trade shows, conferences, and other marketing events.
- To carry out any works as & when given by department head.

### **Required Candidate profile**

- Worked in an industry relevant to Biomass digestion, sludge digestion wastewater treatment & Industrial Water treatment
- Hands-on experience of working in all anaerobic digestion of Biomass or organic solids, will be preferred