

Recruitment – Junior Consultant (1)

Consumer Unity & Trust Society (CUTS) is a leading think tank working on economic and public policy issues. Established in 1983 as a small voluntary consumer organization in Rajasthan, it has evolved into a prominent research and advocacy institution operating at state, national, regional, and international levels. CUTS initially focused on creating consumer awareness and addressing grievances, but over time expanded its work to influence policies that strengthen consumer welfare more broadly.

The organization's work is guided by its vision of 'consumer sovereignty' and its mission to promote consumer rights within the framework of social justice, economic equality, and environmental balance. CUTS now operates across three key verticals—Rules-based Trade, Effective Regulation, and Good Governance—reflecting its transition toward proactive policy engagement to ensure that consumer interests are safeguarded not just after issues arise, but through strong systems and regulations.

Please refer link for more information <https://cuts-international.org/>

JOB CODE: CUTS116JC

VACANCIES: Junior Consultant (District Coordinator)-1, Jaipur, Rajasthan

CONSULTANCY PERIOD: From Joining to six months, with the possibility of extension based on performance and continuation of the project

DESIRED STARTING DATE: Immediate

PROJECT BRIEF

The Powering Livelihoods (PL) project aims to promote clean energy-based livelihood solutions in rural areas by facilitating the adoption of Distributed Renewable Energy (DRE) technologies such as solar-powered equipment for agriculture and small enterprises. The project focuses on creating awareness, building capacities, and strengthening last-mile delivery systems through partnerships with local institutions, community organizations, and market actors to generate demand and improve access to energy-efficient solutions.

A key focus of the project is to enhance income opportunities by supporting rural entrepreneurs, enabling access to finance through credit linkages and government schemes, and ensuring effective sales and service delivery. By integrating clean energy solutions with livelihood activities, the project seeks to improve productivity, reduce dependency on conventional energy sources, and contribute to sustainable and climate-resilient rural development.

JOB PROFILE

Responsible for effective field-level implementation, sales execution, and team supervision across the assigned district. Prepares micro-level plans and allocates weekly targets to field staff to drive performance. Leads demand generation through village meetings, demonstrations, and marketing events, ensuring conversion of leads into sales. Manages demo champions, oversees product installations, and supports customer decision-making. Facilitates access to financing by assisting with documentation, loan processes, and linkage with schemes and institutions. Ensures timely reporting, maintains MIS, and delivers on district sales targets and program outcomes.

KEY RESPONSIBILITIES:

1. Programme Planning and Implementation

- Prepare district, block, and village-level micro plans aligned with project objectives and timelines
- Set and allocate weekly/monthly targets for field staff and demo champions
- Organize village meetings, demonstration sessions, trade activation, and capacity-building programmes
- Identify, onboard, and manage demo champions; ensure installation and use of demo units
- Facilitate product demonstrations and support customers in decision-making and sales closure
- Assist customers in KYC, loan applications, and linkage with financing institutions and schemes

2. Programme Monitoring

- Track progress against targets including lead generation, conversion, and sales performance
- Conduct regular field visits and follow-ups to monitor team activities and address gaps
- Ensure timely submission of daily reports and weekly sales/lead data
- Maintain and update MIS with accurate and real-time information
- Verify documentation of activities (geo-tagged photos, attendance, success stories)
- Review overall programme performance and take corrective actions to achieve district deliverables

QUALIFICATION:

- Postgraduate/Graduate degree in Marketing, Rural Development, Management, Agriculture, Social Work, or related field
- 2–3 years of experience in field implementation, livelihoods, agriculture, or rural development projects. Preference will be given to the candidates having experience in projects related to solar energy sector.
- Experience in sales of solar tools, marketing, or community mobilization will be an added advantage
- Strong understanding of government schemes, financial inclusion, and rural markets preferred
- Good communication, coordination, and team management skills
- Ability to plan, execute, and monitor field activities with strong reporting and MIS skills
- Proficiency in MS Office (Excel, Word, PowerPoint) and data management
- Willingness to travel extensively within the assigned district and work closely with communities

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SKILLS REQUIRED:

- Strong planning and organizational skills for effective programme execution
- Field coordination and team management abilities
- Good communication and interpersonal skills for community engagement
- Sales and negotiation skills to support product promotion and closure
- Data management and analytical skills for tracking leads, sales, and MIS
- Problem-solving and decision-making skills in field situations
- Ability to mobilize communities and conduct trainings/events
- Basic financial literacy and understanding of loan/scheme processes
- Time management and ability to work under targets and deadlines
- Proficiency in MS Office tools (especially Excel) and reporting systems

COMPENSATION:

CUTS recognizes that the right candidate will have a significant impact on the success of the organization and is prepared to offer an attractive compensation package for the non-profit sector, commensurate with experience.

JOB LOCATION:

- **The position will be based in Jaipur and, Rajasthan, India**
- Travel would be required as per project needs.

To Apply Qualified candidates should send their resumes to recruit@cuts.org, along with a cover letter highlighting your suitability for the position. Please mention job code in subject line of application. **Any application received without the appropriate job code will not be considered.** Given the large volumes of applications we receive, we are unable to respond to all applicants and our responses are limited to those candidates who are shortlisted.

