



Empowered to **Lead**,
Equipped to **Innovate**.

Building The Next Chapter Of



JOB DESCRIPTION

Regional Manager- Sales

About Unitile

For three decades Unitile continues to shine as a beacon of innovation and trust in the building materials industry. As India's No.1 Raised Access Floor Brand and a proud recipient of Asia's Prestigious Rising Brand (2021) by BARC, we have consistently set industry benchmarks.

Our commitment to innovation and quality has earned us place among India's Top 25 Best Workplaces in Manufacturing 2025 and the esteemed Great Place to Work® Certification. These accolades reflect our dedication to fostering a positive, collaborative work culture where employees feel valued, empowered, and motivated to excel.

Specializing in modular indoor and outdoor raised flooring systems, structural ceilings, partitions, and acoustics, we enhance spaces with intelligent designs that seamlessly blend form and function. With a Proven track record of over 15,000+ clients and over 100 million sq. ft. of successful workplace transformations worldwide, our dynamic team continues to drive innovation and deliver value.

As we look ahead, we remain committed to shaping smarter, more sustainable spaces, ensuring that our legacy of excellence continues to thrive for years to come.

Role Overview

The Regional Sales Manager will oversee sales activities, develop strategies, and manage client relationships to drive growth in the assigned region. This role requires a highly motivated, results-oriented individual with a strong background in sales, excellent people management skills, and the ability to achieve regional targets.

Key Responsibilities

Promote the company's brand and product solutions to the target audience effectively.

Implement and drive a strategic product sales plan within the region to meet revenue goals.

Execute promotional activities to support brand awareness and market development.

Conduct in-depth market research to assess trends and provide insights to guide sales and marketing strategies.

Identify and pursue new market opportunities to increase sales and expand market reach.

Prospect, engage, and build relationships with potential clients; arrange and lead client meetings.

Develop new business opportunities with prospective clients, generating leads for future growth.

Monitor upcoming commercial projects and engage stakeholders to generate new leads.

Understand customer needs and recommend tailored solutions that align with their requirements.

Prepare and submit proposals, finalize orders, and manage payment collections.

Organize meetings and presentations with commercial architects, PMCs, developers, consultants, and builders to communicate product offerings and concepts.

Conduct cold calls and arrange meetings with potential and current clients, fostering relationships to expand the customer base.

Specify products with architects, consultants, and PMCs, ensuring alignment with technical specifications and pre-qualification criteria.

Prepare and present offers, address technical and commercial inquiries, and follow up on leads to convert them into sales.

Oversee post-order processes, including documentation, coordination of materials, project tracking, and payment follow-up.

Required Skills & Competencies

Proven ability to penetrate new markets and drive adoption of innovative solutions.

Strong commercial acumen with expertise in strategic sales planning and execution.

Exceptional negotiation, influencing, and closing skills.

Deep understanding of regional construction and interiors market landscape.

Highly effective communication and stakeholder management capabilities.

Strong leadership skills with the ability to inspire and drive high performance.

Data-driven decision-making with strong financial and budgeting skills.

Integrity, professionalism, and ability to navigate complex stakeholder environments

Qualifications and Experience

Bachelor's degree in Business, Sales, Marketing, or related field; MBA is preferred.

Minimum of 10 years of experience in sales, with at least 5 years in a managerial role within the building materials, construction, or raised flooring industry.

Proven track record of achieving and exceeding sales targets, particularly within the region.

Strong network within the architecture, PMC, design, and construction community in the region.

Excellent communication, negotiation, and presentation skills.



A place where you don't have to choose between **growth** and **belonging**. A career that challenges you. A culture **that supports you**. A team that **celebrates you**.

For recruitment or career inquiries, reach out:

 hrd@united-group.in