



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

Building The Next Chapter Of



JOB DESCRIPTION

Sales Executive / Senior Executive

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 Sales Executive – Project Sales is responsible for driving sales growth by managing and developing business with real estate developers, contractors, architects, consultants, and institutional clients within the building material industry. The role focuses on project acquisition, specification selling, order execution, and long-term relationship management to achieve revenue and market penetration targets.

KEY RESPONSIBILITIES

- Good knowledge of Construction projects of Pune and Mumbai market
- Person will be required to meet influencers(Architects / Int Designers / PMCs / Contractors etc..) in Projects - and get our products specified:
- Ensure Sales volumes are achieved
- Talk about our products, their FABs, and get Unipro listed in Architect BOQ.
- Meet Contractors and work with them to take project work on application basis also.
- Do sampling in prospect projects and with the help of contractor and start project
- Meet Clients and close the loop on pricing, and ensure specified product goes to site.
- 3-4 Productive visits and 8-10 calls/ per day
- Ensure that all visit data is captured Live data in CRM
- Develop Gypsum Plaster market in given area and archive sales target.
- Up selling and Product Mix

REQUIRED SKILL SETS:

- Had good knowledge & Connections of Construction Projects in Mumbai and Pune.
- Should have worked in respectable B2B brands in the Building material industry (Gypsum/Paints/ Electricals/Hardware/ cement/ Glass/ chemicals).
- Candidates having worked with brands like Gyproc, wall Plast, Buildon, JK Laxmi, Sakarni, Godrej, Asahi etc- would be preferred.
- Should have good hold over project sales and institution sales.
- Should have working knowledge of Influencers like Contractors and Architects, along with deep understanding of Govt. Projects.
- Should have knowledge of assigned territory/ Area.
- Working experience in managing both Retail and projects necessary

QUALIFICATION and EXPERIENCE

- MBA (Sales & Marketing)/ B. Tech preferred),Any graduation with minimum 2 years of experience in similar domain



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:

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