



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

Building The Next Chapter Of



## JOB DESCRIPTION

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**Senior Manager/Manager- Sales and Business Development**

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## 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 a 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

We are seeking a motivated and results-driven Sales Manager to join our team. The Sales Manager will be responsible for driving sales growth and expanding market share for our raised floor solutions within the assigned area. With a proven track record in sales, excellent communication skills, and a passion for providing exceptional customer service, be a part of a journey to create success together with colleagues and partners, this could be the role for you.

## KEY RESPONSIBILITIES

- Develop and implement sales strategies aimed at achieving revenue targets and optimizing market penetration within the designated area.
- Identify and pursue new business opportunities through activities such as prospecting and cold calling, aimed at generating leads and expanding the customer base across various stakeholders including Architects, PMC (Project Management Consultants), end clients, and contractors in commercial projects.
- Foster and maintain robust relationships with clients and influencers, effectively showcasing the value-added benefits of our products in commercial workspaces.
- Enhance geographic reach and brand visibility through collaborative efforts with the marketing team, executing marketing and educational campaigns tailored to promote the sale of our raised floor product range within specific market segments.
- Conduct product demonstrations and presentations to educate clients on the advantages and value-added features of raised flooring solutions for their facilities.
- Employ a strategic and consultative sales approach, engaging with consultants and designers early in the lead process to integrate unique product specifications from the raised access floor portfolio, thereby providing enhanced value to the client.
- Manage the entire sales lifecycle, from lead identification to understanding product scope, engaging key influencers, and negotiating sales closures, while adhering to company policies regarding billing and payment collection.
- Stay abreast of market research, industry trends, and competitor intelligence to effectively position and educate potential customers on the superiority of raised floor solutions for their facilities.
- Utilize sales CRM tools efficiently to generate sales forecast reports, track daily activities, and maintain a comprehensive customer database.
- Coordinate with clients to comprehend their design and technical requirements, facilitating seamless communication with internal production and design teams to drive product development.

## **REQUIRED SKILL SETS**

- Sales excellence.
- Effective communication and interpersonal skills.
- Individual contributor and team collaboration.
- Strong negotiation and closing skills.
- High on Ethics and Integrity
- Creative and innovative.
- Accountable and reliable.
- Conflict resolution and grievance redressal ability.
- CRM software and Microsoft Office proficiency

## **QUALIFICATIONS & EXPERIENCE**

Dip/ Degree in Engineering, BBA-Marketing, or related field; MBA preferred..  
5 + years of proven experience in sales roles, preferably in the building material industry or related field.



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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