***Manager –Channel Sales – Domestic Market (Full Time Role)***

***Mumbai, India***

**ABOUT UNITILE:**

Unitile is India’s No.1 raised access floor brand and is awarded the prestigious rising brand of Asia in 2021.

We have helped 15,000 + businesses embrace change by creating future-ready workspaces with our intelligent access flooring and data center solutions. Keeping sustainability and innovation as the core of our manufacturing efforts, we use state of the art machinery and automation to increase our global footprint and redefine flooring technology.

Our team has young and dynamic leaders who are building a future of shared success as we work towards our vision of becoming the world leader in raised access floor systems.

**KEY RESPONSIBILITIES:**

* Implement a product sales strategy and drive sales within the region
* Manage sales activities of partners to generate revenue.
* Identify, recruit and on-board new channel partners within assigned territory
* Coordinate with partners to create and execute business plans to meet sales targets.
* Analyze market trends and accordingly develop sales plans to increase brand awareness.
* Evaluate partner sales performance, payment records and recommend improvements.
* Educate partners about product portfolio and services offered.
* Address partner related issues, sales conflicts and techno commercial queries in a timely manner.
* Manage sales pipeline, forecast monthly sales and identify new business opportunities.
* Develop process improvements to optimize partner management activities.
* Attend sales meetings with the partner and deliver customer presentations
* Assist in partner marketing activities such as tradeshows, campaigns and other promotional activities.
* Setting up meetings/ group presentations on product and concept with industrial Consultants
* Specifying our product with industrial Consultants / government consultants to formulate favorable technical specifications to meet the pre-qualification criteria's.
* Prepare offers and providing techno-commercial clarification to the clients, follow-up on offers and converting leads into business.

**REQUIRED SKILLS, QUALIFICATION AND EXPERIENCE:**

**Skills:**

* Market Feasibility
* Team management skills
* Confidence in your ability
* Strong communication and people skills
* Presentation and Independent Mindset
* Ability to work in tight deadline pressure
* Ability to communicate clearly
* Strong time management skills.

**Qualification and Experience:**

* Bachelor's Degree in Mechanical /Civil Engineer.
* Additional Post Graduation / MBA degree in Marketing & Sales/ Business management / Business administration will be preferred
* 3 + years of experience handling a similar function.
* Preference will be given to employees handling channel sales

Salary would be in line with the experience

***IT’S MUCH MORE THAN WORK HERE AT UNITILE!***