

Manager – Business Development – African/South East Asia (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:

* To promote the company's brand and product solutions for the targeted audience.
* Implementing sales promotional activities as a part of brand building/market development effort.
* Conducting a detailed market study to analyze the latest market trends and providing valuable market insights for planning sales & marketing strategies.
* Identifying and appointing distributors and training them
* Finding and developing new markets and improving sales.
* Identifying and contacting potential clients and arrange meetings
* Develop new business opportunities with potential clients
* Keeping track of upcoming commercial projects and meeting the stakeholders for generating leads
* To understand customer’s need and provide them with the right solutions
* Preparing proposals, proposal submission, order finalization & payment collection.

# REQUIRED SKILLS, QUALIFICATION AND EXPERIENCE:

**Skills:**

* Market Feasibility
* Robust negotiation 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 degree in Marketing & Sales/ Business management / Business administration will be preferred
* 5 + years of experience handling business development for African nations.
* Preference will be given to employees from technical and manufacturing background Salary would be in line with the experience

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

