

Sr. Sales Engineer - Executive/Assistant Manager – Sales – All Weather Pedestal Bangalore, India

ABOUT UNITILE:

Unitile stands as India's premier raised access floor brand, honored with the esteemed recognition of being the Rising Brand of Asia in 2021.

We have successfully assisted over 15,000 businesses in embracing transformative changes, specializing in creating forward-looking workspaces through our intelligent access flooring and cutting-edge data center solutions. Our expansion into new building material products, including those related to metal, gypsum, plastic, and acoustic solutions, demonstrates our commitment to diversification and innovation. At the heart of our manufacturing endeavors lie sustainability and innovation, supported by state-of-the-art machinery and automation. This commitment allows us to expand our global footprint and redefine the landscape of flooring technology.

All-Weather Pedestal (UAWP) is a unique non-penetrative solution designed and manufactured in India for outdoor areas. It is used to build an intelligent subframe solution for creating a raised deck on a solid base for applications such as roof terraces, swimming pools, balconies, gardens, fountains and Industrial Applications. While elevating the subframe, the adjustable pedestals allow a sufficient level of airflow underneath the boards and expertly assist with water drainage.

UAWP can be used with various outdoor tiles like natural stone, porcelain, ceramic, marble, and concrete paver blocks to create aesthetically pleasing external spaces.

KEY RESPONSIBILITIES:

- To promote the company's brand and product solutions for the targeted audience.
- Implement a product sales strategy and drive sales within the region
- Conducting sales promotional activities as a part of brand building/market development effort.
- Steering a detailed market study to analyze the latest market trends and providing valuable market insights for planning sales & marketing strategies.
- 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.
- Setting up meetings/ group presentations on product and concept with commercial Architects, PMC's, Developers, Consultants, Builders, Cold calling and arranging meetings with potential and existing customers, maintain contact with existing clients and expand customer base for generating new business
- Specifying our product with Architects, Consultant & PMCs to formulate favorable technical specifications to meet the pre-qualification criteria.
- Prepare offers and providing techno-commercial clarification to the clients, follow-up on offers and converting leads into business.
- Post order confirmation responsibilities shall include the documents required for commencement of work/ supplies etc, coordinating for materials, project monitoring and payment follow up,

Product Line: To know about the product line please visit the following line
[Raised Floor Pedestal | All-Weather Pedestal - Unitile \(unitileindia.com\)](https://www.unitileindia.com)

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:

- Any graduate will be considered.
- 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 key accounts, builders, architect and Project management Consultants.

Salary would be in line with the experience

IT'S MUCH MORE THAN WORK HERE AT UNITILE!