

**Sales Director – (North) Domestic Market (Full Time Role)
Delhi, 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.

Driven by a team of young and dynamic leaders, we're committed to shared success and aspire to be a global leader in raised access floor systems, acoustics, and related industries.

JOB SUMMARY:

We are seeking a dynamic and results-driven individual to join our team as the Sales Director. In this leadership role, you will be responsible for overseeing and driving sales activities across the designated region. The successful candidate will play a pivotal role in developing and implementing strategic business plans to achieve sales targets and foster business growth.

KEY RESPONSIBILITIES:

Strategic Leadership:

- Develop and execute regional sales strategies aligned with overall company objectives.
- Provide visionary leadership to the sales and business development teams, fostering a high-performance culture.

Sales Management:

- Drive the sales team to achieve and exceed revenue targets through effective planning and execution.
- Monitor and analyze sales performance metrics to identify areas for improvement and implement corrective actions.

Market Expansion:

- Identify new business opportunities and markets for expansion within the region.
- Conduct market research to stay abreast of industry trends and competitor activities.

Client Relationship Management:

- Build and maintain strong relationships with key clients, ensuring customer satisfaction and loyalty.
- Collaborate with the client services team to address client needs and concerns promptly.

Team Development:

- Recruit, train, and mentor sales professionals, fostering a collaborative and goal-oriented team environment.
- Conduct regular performance reviews and provide constructive feedback for professional development.

Budget Management:

- Develop and manage the regional sales budget, ensuring cost-effectiveness and resource optimization.
- Monitor expenses and revenue to achieve financial objectives.

Collaboration:

- Work closely with other department heads to align sales and business development efforts with overall company strategies.

- Collaborate with marketing teams to implement effective promotional activities.

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 under tight deadline pressure.
- Ability to communicate clearly.
- Strong time management skills.

Qualification and Experience:

- Bachelor's degree in business administration, Sales, or a related field (Master's degree preferred).
- Proven track record of successful sales and business development in a leadership role.
- Strong understanding of the industry, market dynamics, and customer behavior.
- Excellent leadership and team management skills.
- Exceptional communication and interpersonal abilities.
- Strategic thinking with a results-oriented mindset.

Salary would be in line with the experience

IT'S MUCH MORE THAN WORK HERE AT UNITILE!