

Sales Manager (Data Center) (Full Time Role) **Mumbai, 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 currently seeking a highly motivated and results-driven individual to join our dynamic team as an Sales Manager specializing in Data Center Solutions. The ideal candidate will play a pivotal role in expanding our product range for the data center industry, addressing the evolving needs of this sector with cutting-edge technology.

KEY RESPONSIBILITIES:

- Understanding the current data center needs with new generation technology in the offing within the facility we are expanding our product range for this industry with several new products other than raised flooring to cater to the various needs.
- Operating as the lead point of contact for any and all matters specific to your accounts.
- Building and maintaining strong, long-lasting customer relationships.
- Overseeing customer account management, including negotiating contracts and agreements to maximize profit.
- Develop trusted advisor relationships with key accounts, customer stakeholders and decision makers.
- Budgeting and meeting annual set sales targets and profitability.
- Responding to sales inquiries from clients on time and assisting them with the required information.
- Get techno-commercially clear purchase orders.
- Monitoring accounts/cash flow/collections/recoveries etc, for credit control management.
- Get feedback from customers on product performance and services.
- Identify new sales opportunities within existing accounts.
- Keeping track of new projects, future expansions by the client.
- Ensure the timely and successful delivery of our solutions according to customer needs and objectives.
- Educating and specifying the products with the prospective customers/consultants.

REQUIRED SKILLS, QUALIFICATION AND EXPERIENCE:

Skills:

- Market Feasibility
- Industry knowledge
- A good negotiator and influencer
- Strong networking skills
- Relationship Management
- Excellent technical, diagnostic, and troubleshooting skills.
- Excellent communication, motivational, and interpersonal skills.
- Strong leadership and organizational abilities.
- Ability to work in tight deadline pressure

Qualification and Experience:

- BE or Master Degree in Sales and Marketing.
- 5 + years of experience handling a similar function.

Salary would be in line with the experience

IT'S MUCH MORE THAN WORK HERE AT UNITILE!