

Key Accounts Manager (Data Center) (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:

- 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!