

Manager - Business Development – All Weather Pedestal (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.
- 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 & PMC's to formulate favorable technical specifications to meet the pre-qualification criteria's.
- 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,

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 / 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 PMC Consultants.

Salary would be in line with the experience

IT'S MUCH MORE THAN WORK HERE AT UNITILE!