

## **Vertical Head (All Weather Pedestal –AWP) (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:**

- Developing and executing full sales strategy, marketing and business plans and programs for group business unit.
- Creates sales projections and sets objectives for assigned business unit product
- Build the annual operating plan and resourcing plan to scale the business.
- Drives sales effort for assigned business vertical products
- Envisioning prospective business ideas for business expansion.
- Build positive working relationship with existing clients for repeat business.
- Identify and contact potential customers for new business opportunities.
- Plan exhibitions, conference and events in coordination with the sales and marketing team.
- Participate in sales conferences, industry meetings, and social networks to represent company's brand.
- Motive and guide sales team to achieve revenue targets.
- Coordinate with management to develop sales plan, budget and schedule.
- Develop creative sales technique and tactics to meet business goals.
- Develop sales presentations for management.
- Consult with C-level executives to develop and implement an effective, enterprise-wide strategy that maximizes the value delivered by the organization
- Manage all communication with leads till sales closure including presentations and first level product demos and able negotiation in terms of deal pricing and making an effort to close the deal immediately.
- Identifying the market needs and designing the right product mix for the customer to increase sales with the help of internal stakeholders.
- Responsible for increasing, maintaining and tracking company market share.
- Creating business unit budget, sales forecasts, and production plans.
- Maintaining & setting up a complete dealers and distributors network across the Indian subcontinent.
- Responsible for achieving the targets and overall profitability ratios for business vertical.
- Producing regular reports and reviewing category performance with leadership

### **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:**

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

Salary would be in line with the experience

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***IT'S MUCH MORE THAN WORK HERE AT UNITILE!***