

Senior Sales Executive/ Engineer – Mumbai, India

ABOUT UNITILE:

Unitile has been India's leading manufacturer and installer of Raised Access Floor panels since 1994. Our manufacturing unit has an annual production capacity of 3 million panels producing different ranges of raised floors like Steel Cementitious panels, Chipboard panels and Calcium Sulphate Panels. We also manufacture an adjustable polypropylene pedestal under the "All Weather Pedestal" brand name for outdoor raised flooring. We have a global network of distributors to represent our product worldwide. Please refer to our [website www.unitileindia.com](http://www.unitileindia.com) for more information about our company product.

Unitile All-Weather Pedestal (UAWP) is a unique non-penetrative solution designed and manufactured in India for outdoor areas.

It is used to build an intelligent subframe solution for creating a raised deck on a solid base for applications such as roof terraces, swimming pools, balconies, gardens, fountains and Industrial Applications. While elevating the subframe, the adjustable pedestals allow a sufficient level of airflow underneath the boards and expertly assist with water drainage.

UAWP can be used with various outdoor tiles like natural stone, porcelain, ceramic, marble, and concrete paver blocks to create aesthetically pleasing external spaces.

KEY RESPONSIBILITIES:

- To promote the company's brand and product solutions to the targeted audience such as commercial Architects, PMC's, Developers, Consultants, Builders.
- Specifying our product to the target audience and formulate favorable technical specifications to meet the pre-qualification criteria's.
- Keeping track of upcoming commercial projects and meeting the stakeholders for generating leads
- Steering a detailed market study to analyze the latest market trends and providing valuable market insights for planning sales & marketing strategies.
- Implement a product sales strategy and drive sales within the region
- Conducting sales promotional activities as a part of brand building/market development effort.
- Finding and developing new markets and improving sales.
- Identifying and contacting potential clients and arrange meetings
- Develop new business opportunities with potential clients
- To understand customer's, need and provide them with the right solutions
- Preparing proposals, proposal submission, order finalization & payment collection.
- 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:

- Presentation and Independent Mindset
- Strong communication and people skills
- Willing to travel extensively
- Robust negotiation skills
- Time management
- Ability to work in tight deadline pressure
- Market Feasibility
- Confidence in your ability

Qualification and Experience:

- Diploma/Degree in Engineering / Any graduate
- Post Graduation / MBA degree will be preferred
- 2-7 years of experience handling a similar function.
- Preference will be given to employees handling key accounts, builders, architect and Project management Consultants.

Salary would be in line with the experience

IT'S MUCH MORE THAN WORK HERE AT UNITILE!