

Corporate Headquarters
1100 Pontiac Court
Bushy Run Corporate Park
Export, PA 15632

West Coast Distribution
5530 South Arville Street
Suite L
Las Vegas, NV 89118

Central Distribution
14201 Sovereign Road
Suite 141
Fort Worth, TX 76155



Position: Commercial Business Manager
Department: Commercial Sales
Job Status: Full Time
Reporting to: Eastern Commercial Sales Manager
Location: Detroit, MI

Karndean Designflooring is looking to hire a Commercial Business Manager to cover the Greater Detroit and Indianapolis areas.

Karndean Designflooring is looking to hire a Commercial Business Manager to be based in Detroit and cover Southern Michigan and Central Indiana. This position is the next exciting step for Karndean Designflooring. Karndean Designflooring sees flooring differently with our innovative gluedown, loose lay and rigid core luxury vinyl flooring products. With a 45-year history of producing LVT, it's only natural that we expand our presence in this territory.

Responsibilities will include, but are not limited to:

- Is responsible for all sales activities from lead generation to sales closure through a framework of both specified and unspecified projects. Identify the top commercial based architectural firms, flooring contractors and commercial interior designers.
- Track commercial projects from specifications through completion. Prospect for projects utilizing the latest spec software to build a growing pipeline while maintaining accurate information into Karndean Designflooring CRM systems.
- Expected to lead and collaborate product initiatives and promotions that lead to sales growth and market share gain. Provide monthly sales forecast.
- Ability to gather customer, market and competitive intelligence and translate that into strategic plans, actions, opportunities and forecasts.
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Required Skills

- 3+ years of commercial sales experience calling on the commercial markets in the Detroit area.
- BS/Interior Design or Business Degree
- Someone who wants to build a market
- Organizational skills are a requirement

