

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



Commercial Business Manager – Orlando or Tampa/St. Petersburg, FL

Karndean Designflooring is a dynamic, rapidly growing manufacturer and distributor of luxury vinyl flooring. Our mission statement is to remain the market leader in the growing global usage of affordable design flooring. To accomplish our goals, we are looking to add a Commercial Business Manager to join our sales team.

Responsibilities will include, but are not limited to:

Achieves maximum sales profitability, build strong relationships, execute multiple sales and marketing initiatives, implement plans and programs as well as sales growth with commercial, builder and commercial/multi-family contracts. Personally, contacts and secures new business accounts/customers and develops and maintains commercial and residential specifications, locally, regionally, and nationally.

Core Functions:

- Promotes/sells/secures orders from existing and prospective customers through a relationship-based approach.
- Demonstrates products and services to existing/potential customers and assists them in selecting those best suited to their needs.

Details of Functions:

- Present and sell company products and services to current and potential clients.
- Establish and maintain current client and potential client relationships.
- Understand, identify, quantify, and prioritize market opportunities.
- Follow up on new leads and referrals resulting from field activity.
- Prepare presentations proposals, and sales contracts.
- Identify product service gaps that are applicable in the market sales channel.
- Train and educate appropriate end user and contractor sales people on Karndean products and programs.
- Enter daily activity into 'Customer Relationship Management' (CRM) Karndean database.
- Respond to and execute requests in a timely manner from Karndean management team.
- Manage monthly marketing budget.
- Maintain and manage architectural libraries by keeping product presenters up to date and organized.
- Identify and resolve client concerns.



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- Coordinate company staff to accomplish the work required to close sales.
- Manage financial resources, expense budgets, and assets for Karndean Designflooring.

Qualifications:

- A BS or BA college degree preferred, but not required and/or 2+ years of commercial selling experience calling on flooring contractors, architectural designers, and other accounts. Must have a strong track record of achievement, excellent relationship building skills, and the ability to learn quickly. Must be results driven and possess a high energy level.
- Strong verbal communication, relationship building, leadership, and organizational skills.
- Computer proficiency in Microsoft Office applications; Word, Excel, PowerPoint, and Outlook.
- Motivational Ability; strong people skills, positive attitude towards constructive change, positive energy.
- Willingness to travel overnight up to 20%. Ability to lift 40 lbs.

