

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: Retail & Commercial Flooring Sales Manager

Department: Retail Sales & Commercial Sales

Job Status: Full Time

Reporting to: Regional Manager, Retail Sales & Regional Manager, Commercial Sales

Location: Oklahoma City or Tulsa, OK

Are you a highly motivated and detail-oriented sales professional who currently resides in the Oklahoma City/Tulsa area and has experience calling on retail flooring stores and flooring contractors? If so, we'd like to speak with you.

Summary:

Karndean Designflooring is looking to hire a dual retail and commercial flooring sales manager in our Oklahoma City/Tulsa territory. The territory manager is responsible for working with key retailers and commercial flooring contractors within Oklahoma and Kansas.

Responsibilities include achieving monthly sales targets, building strong relationships with key customers, executing multiple sales and marketing initiatives and implementing plans and programs necessary to deliver the required sales growth for the market.

Responsibilities will include, but are not limited to:

- Present and sell company products and services to current and potential clients.
- Establish and maintain current clients and potential clients.
- Understand, identify, quantify and prioritize market opportunities.
- Follow up on new leads and referrals resulting from field activity.
- Prepare presentations, proposals and sales contracts.
- Train and educate appropriate retailer and contractor sales associates on Karndean products and programs.
- Enter daily activity into "Customer Relationship Management" (CRM) Karndean database.
- Manage monthly marketing budget and respond to and execute requests from Karndean management team in a timely manner.
- Identify and resolve client concerns, including financial resources up to collection payments.

Required Skills

- BS/BA college degree preferred, but not required, and/or 3-5 years of relevant retail & distributor sales experience. Must have a demonstrated track record of results and the ability to learn quickly.
- Strong verbal communication, relationship building, leadership and organizational skills.
- Computer proficiency in MS Office.

