

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 Business Manager
Department: Retail Sales
Job Status: Full Time
Reporting to: Western Retail Sales Manager
Location: Greater Los Angeles

Summary:

Responsible for working with key retailers, within the Greater Los Angeles, Bakersfield, Santa Barbara, Long Beach and San Luis Obispo. 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.

Main Duties

- Present and sell company products and services to current and potential clients.
- Establish and maintain current client 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 salespeople 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 in a timely manner from Karndean management team.
- Identify and resolve client concerns including financial resources up to collection payments.
- Work cross functionally within the company to communicate to related departments

Qualification:

- 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.

