

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: Central Regional Sales Manager, Retail Sales

Location: Grand Rapids, MI or Northeastern WI

Karndean Designflooring is looking to hire a Retail Business Manager in the Grand Rapids area to cover Northeastern Wisconsin and the upper peninsula of Michigan.

Responsibilities will include, but are not limited to:

- 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.

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.

