

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

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

Central Distribution
5375 FAA Boulevard
Suite 100
Irving, TX 75061



Position: Flooring Sales Manager

Department: Retail Sales

Job Status: Exempt; Full-Time

Reporting to: Eastern Regional Sales Manager, Retail Sales

Location: Maryland

Are you a highly motivated and detail-oriented sales professional who currently resides in the Maryland or surrounding area and has experience calling on Retail Flooring Stores & Distributors? Well then, we want to speak with you.

At Karndean, we see flooring differently. We travel the world in our quest to bring you exceptional floor that inspire and delight. From the ancient forests of Europe, to the remote Australian outback and beyond, we seek out expressive and intriguing forms in the natural world to influence our unique floor designs. By combining these original features with cutting edge design, we create simply beautiful floors that you'll love for a lifetime.

Summary:

Responsible for working with key retailers within the states of Maryland and Delaware. 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

Qualifications

- BS/BA college degree preferred, but not required and/or 3-5 years of relevant retail, & distributor sales experience.



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Karndean
Designflooring

- 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.

