

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: Flooring Sales Manager
Department: Retail Sales
Job Status: Exempt; Full-Time
Reporting to: Regional Sales Manager, Retail Sales
Location: Portland

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

Summary:

Responsible for working with key retailers, within Oregon and possibly Washington and Idaho. 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.

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.

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. 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.

