

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; Exempt  
**Reporting to:** Regional Sales Manager, Retail Sales  
**Location:** New Orleans or Baton Rouge, LA

Karndean Designflooring is looking to hire a highly motivated and detail-oriented flooring sales professional who currently resides in the New Orleans or Baton Rouge area and has experience calling on retail flooring stores and contractors.

At Karndean, we see flooring differently. We travel the world in our quest to bring you exceptional floors 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 you'll love for a lifetime.

**Responsibilities will include, but are not limited to:**

- Building strong relationships with key retailers in Louisiana and Mississippi
- Establishing relationships with current customers and maintaining relationships with existing customers
- Achieving monthly sales targets
- Executing multiple sales and marketing initiatives, and implementing plans and programs necessary to deliver the required sales growth for the market
- Understanding, identifying, quantifying and prioritizing market opportunities
- Following up on new leads and referrals resulting from field activity
- Preparing presentations, proposals and sales contracts
- Training and educating appropriate retailer and contractor sale teams on Karndean products and programs
- Entering daily activities into "Customer Relationship Management" (CRM) database
- Managing monthly marketing budget
- Responding to and executing requests from the Karndean management team in a timely manner
- Identifying and resolving client concerns, from financial resources to payment collection
- Working cross functionally within the company to communicate with related departments

**Required Skills**

- BS/BA college degree preferred, but not required; and/or 3-5 years of relevant retail and 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

