

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: State of Washington**

Karndean Designflooring is looking to hire a Retail Business Manager in Washington state.

Karndean Designflooring is a dynamic, rapidly growing manufacturer and distributor of luxury vinyl flooring. Our mission is to remain the market leader in luxury vinyl, currently the fastest growing segment in the floor covering industry, while continuing to provide high-quality service to all.

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

Responsible for working with key retailers, within the state of Washington except for SE Washington. 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.

**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.

