



Position: Retail Business Manager

Department: Retail Sales

Reporting to: Southeastern Retail Sales Manager

Job Status: Full Time

Location: Birmingham, Montgomery and or Huntsville Alabama

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.

Key Job Responsibilities:

Retail Flooring Sales

The Retail Business Manager

- Responsible for all sales activities covering key retailers within the Birmingham, Montgomery and Huntsville Alabama area.
- Achieving monthly sales targets, building strong relationships with key customers, executing multiple sales and marketing initiatives.
- Entering daily activity into the Karndean Designflooring CRM system.
- Present and sell company products and services to current and potential clients
- Follow up on new leads and referrals resulting from field activity.
- Train and educate appropriate retailer and contractor salespeople on Karndean Designflooring products and programs.
- Resolve client concerns in a timely manner

Qualifications:

- Three or more years of relevant retail & distributor sales experience.
- Associates or Bachelor Interior Design or Business Degree preferred
- Knowledge of the Alabama Market
- Organizational Skills
- MS Office skills