

Position: Commercial Business Manager

Department: Commercial Sales

Reporting to: Southeastern Commercial Sales Manager

Job Status: Full Time

Location: Maryland, D.C., Northern Virginia

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:

Commercial Flooring Sales

The Commercial Business Manager

- Responsible for all sales activities from lead generation to sales closure through framework of both specified and unspecified projects.
- Identify the top commercial-based architectural firms, flooring contractors and commercial interior designers.
- Track commercial projects from specification through completion. Prospect for projects utilizing the latest spec software to build a growing pipeline while maintaining accurate information in the Karndean Designflooring CRM system.
- Expected to lead and collaborate product initiatives and promotions that lead to sales growth and market share gain. Provide monthly sales forecast.
- Ability to gather customer, market and competitive intelligence and translate that into strategic plans, actions, opportunities and forecasts.

Qualifications:

- Two or more years of commercial sales experience calling on the commercial markets.
- Associates or Bachelor Interior Design or Business Degree
- Knowledge of the MD/DC/NVA Market
- Organizational Skills