

Position: Flooring Sales Manager
Department: Retail Sales
Job Status: Exempt; Full-Time
Location: State of TN, Southern KY and Northern MS

Summary:

The Flooring Sales Manager will work with key retailers within the Nashville area, all of TN, Southern KY and Northern MS. 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.

Key Job Responsibilities:

- Present and sell company products and services to current 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 history of results and the ability to learn quickly.
- Strong verbal communication, relationship building, leadership, and organizational skills.
- Computer proficiency in MS Office.



If you would like to apply for this opportunity, please email your resume and a cover letter to humanresources@karndean.com.

Karndean Designflooring creates premium-quality luxury vinyl tile inspired by wood and stone from around the world. In doing so, we offer customers the personal touch of a family-owned business - something we're proud to have been since the start in 1973.

Innovation, bold thinking and a trailblazing spirit are embedded in our DNA. They're what allowed founder Mike Walker to recognize the immense potential for luxury vinyl flooring long before others entered the market - and they're what allow us to continue delivering for customers today, with hundreds of products to beautify both residential and commercial spaces.

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Central Distribution, 14201 Sovereign Road, Suite 141, Fort Worth, TX 76155