

Position: Retail Flooring Salesperson
Department: Retail Sales
Job Status: Exempt; Full-Time
Location: Colorado

Summary:

Collaborate with key retailers, within the State of Colorado markets.

Key Job Responsibilities:

- Present and sell company products and services to current and potential clients.
- Achieve monthly sales targets.
- Build strong relationships with key customers.
- Execute multiple sales and marketing initiatives.
- Implement plans and programs necessary to deliver the required sales growth for the market.
- Understand, identify, quantify, and prioritize market opportunities.
- Follow up on new leads and referrals resulting from field activity.
- Prepare presentations, proposals, and sales contracts.
- Establish and maintain current clients and potential clients.
- 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.

Qualifications:

- BS/BA college degree preferred, but not required and/or 3-5 years of relevant retail, & distributor sales experience. Must have a demonstrated record 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.