

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: Commercial Business Manager
Department: Commercial Sales
Reporting to: Southwestern Commercial Sales Manager
Job Status: Full-Time
Location: Orange County, CA or San Diego, CA

Are you a highly motivated and detail-oriented Commercial Flooring Sales Manager that resides in either Orange County, CA or San Diego, CA area? Well then, we want to speak with you.

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

- 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 Flooring Contractors and the A&D community 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 Commercial flooring 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.
- Computer proficiency in MS Office.
- Travel will be part of this position.

