

Position: Retail Business Manager
Department: Retail Sales
Job Status: Full-Time
Location: Dallas/Ft. Worth

Summary:

Collaborate with key retailers within the Dallas, Ft. Worth, East Texas and West Texas areas.

Key Job Responsibilities:

- Achieve monthly sales targets by building strong relationships with key customers.
- Execute multiple sales and marketing initiatives and implementing plans and programs necessary to deliver the required sales growth for the market.
- Present and sell company products and services to current and potential clients.
- Understand, identify, quantify and prioritize market opportunities.
- Follow-up with 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.
- Establish and maintain current client and potential clients.

Qualifications:

- 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 christopher.ferrara@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.

T: (888) 266 4343 | F: (800) 887 7043 | E: info@karndean.com | W: karndean.com

Corporate Headquarters, 1100 Pontiac Court, Bushy Run Corporate Park, Export, PA 15632

West Coast Distribution, 4230 N 5th Street, Suite 100, North Las Vegas, NV 89030

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