

Position: Commercial Business Manager
Department: Commercial Sales
Job Status: Full-Time
Location: Dallas, Ft. Worth and East Texas

Summary:

Karndean Designflooring Commercial Business Group is looking to hire a Commercial Business Manager to be based in either Dallas, Ft. Worth or East Texas. 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. Its US-based business is headquartered in Pittsburgh, with additional showrooms and distribution centers in Las Vegas and Fort Worth.

Key Job Responsibilities:

- 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 Dallas, Fort Worth Market.
- Organizational Skills.

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.