

**Position:** Flooring Sales Manager  
**Department:** Retail  
**Job Status:** Full-Time Exempt  
**Location:** St Louis, Central & Southern MO, Central IL

**Summary:**

Responsible for collaborating with key retailers within the Greater St. Louis, Central & Southern MO and Central IL.

**Key Job Responsibilities:**

- Establish and maintain current clients and potential clients.
- Achieve monthly sales targets, building strong relationships with key customers, executing 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.
- Present and sell company products and services to current and potential clients.
- Follow up on new leads and referrals resulting from field activity.
- Prepare presentation, 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.

**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.



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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