

London Commercial Specification Manager

In 1973, Karndean started life as a small family business. Now we are one of the world's most renowned and respected luxury flooring brands. We recognise our people as being the key drivers of our success and it's their passion and innovation that have allowed us to continue growing as a business.

We have an exciting opportunity for a London Specification Manager to join our Commercial Sales team. This position is well-suited to a high energy individual with a drive for self-motivation and self-development who is looking to use excellent communication and interpersonal skills to influence, inspire and build long term relationships with our customers.

As part of the Commercial Sales team you'll use your expertise and experience to manage strategic specifications through architects, designers, developers and end-users and deliver projects. Using your entrepreneurial skills and sensitivity to complex business environments, you'll develop and maintain a pipeline of major projects whilst cultivating strong and sustainable business relationships across the region through the consultative sales model.

Responsibilities:

- Management of strategic specification through architect, designer, developer and end-user relationships and generation of associated project pipelines from inception to conclusion.
- Designing and implementing a strategic sales plan that expands the company's customer base and ensures its strong presence.
- Proficient in product and technical knowledge in skilfully negotiating contracts.
- Blending the use of digital and remote tools and F2F meetings to deliver a professional sales experience to the client.
- Direct accountability for sales, margin and customer satisfaction.
- Working in harmony with colleagues across the team to achieve maximum output.
- Proficient use of CRM in recording and managing customers, projects and activities.
- Effective and timely monthly and interim reporting.
- Successful achievement of sales budgets.

Requirements:

- A minimum of 5 years' experience and proven record of performance in specification sales and major project delivery within the flooring or interior finishes sector.
- Excellent communication and interpersonal skills, allowing you to influence, inspire, build long-term relationships, and negotiate with clients at all levels both internally and externally.
- High energy, drive for self-motivation and self-development, attention to detail and the ability to see through complex issues to find the best suitable solution for your customers.

- Comprehensive understanding of the Construction sector, key stakeholders and influencers, and a proven track record in its effective navigation.
- Entrepreneurial spirit plus the willingness to take ownership and accept accountability.
- Proficient in the use of digital tools to deliver sales solutions effectively and professionally to different customer types depending on their specific project needs.
- Adept with a blended working ratio to drive good quality, results-oriented behaviours, and results.
- An established team player who understands and values collaboration with internal stakeholder departments.

Our Company:

Karndean Designflooring UK is based in Evesham, Worcestershire across three sites with excellent facilities. We offer a huge range of benefits but here are some of the headlines:

- Competitive salary
- Excellent commission scheme
- Flexible and hybrid working
- Employee discount
- Health care cover
- 24 days holiday, 8 bank holidays + a day off for your birthday (increasing with years of service)
- Company Car
- Company iPhone, iPad and laptop
- Enhanced pension scheme
- Enhanced maternity and paternity benefits
- Enhanced sick pay
- Learning and development opportunities
- Paid Volunteering day
- Regular employee awards with up to £1,000 monetary prizes

As part of our company you will enjoy working with a team of incredibly passionate, fun people and have the opportunity to contribute innovative ideas direct to the executive leadership team as well as progressing your career.

At Karndean we are committed to recruiting and retaining a diverse workforce with an equitable, inclusive environment.

How to Apply:

- Please send your CV and covering letter to recruitment@karndean.co.uk