

Commercial Specification Manager - North West/North Wales

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 Commercial 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 within our Architect & Design clients.

As part of the Commercial Sales team, you will use your expertise and experience to manage strategic Architects, Interior Designers, contractors, developers, and end-users and deliver projects on a regional basis. Using your Consultative & entrepreneurial skills. You will need to demonstrate sensitivity to complex business environments, you will develop and maintain a pipeline of major projects whilst cultivating strong and sustainable business relationships across the region through the consultative sales model.

Responsibilities:

- We trust you to run your area autonomously; that includes owning the relationships with strategic Architects, Interior Designers, Contractors, Developers and end-user clients, as well as the proactive generation and management of project pipelines from start to finish!
- Experienced in consultative sales, you will be focused on Architect & Designers growing specifications and projects within your territory, sharing project information with your colleagues.
- You will drive new business to expand Karndean's customer base with your own strategic sales plan.
- Through a blended use of digital and face-to-face meetings to deliver professional and passionate sales experiences you will achieve your sales budgets for your area.
- Owning your numbers! You will be accountable for the sales, margin and customer satisfaction in your area so using excellent product knowledge and negotiation skills will be key to achieving these targets.
- At Karndean we take teamwork seriously and you will need to work effectively with the rest of the commercial team (& the wider business) to achieve the best results.
- Using CRM to help effectively manage customers and projects as well as monthly and interim reporting with also be part of your day to day in this role.

Requirements:

- Experienced in Architect & Designer sales specification role with a proven record of performance, coupled with experience of delivering major projects within the flooring, construction, or interior finishes sectors.
- Attention to detail is key with the ability to see through complex issues to find the best suitable solution for your customers and the business
- A pioneering spirit will help you deliver the promise to your customers.
- Good understanding of the Construction sector, key stakeholders, and influencers.
- Proficient in the use of digital tools to deliver sales solutions effectively and to different customer types depending on their specific project needs.

- A focus on driving excellent quality, results-oriented behaviors through a flexible balance of working from home and being on the road - it's your area, your call!

Our Company:

Karndean Designflooring UK is based in Evesham, Worcestershire across three sites with excellent facilities. We offer a vast 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