

Palio Business Manager - South East

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 dynamic and energetic Palio Business Manager to join our External Field Sales team. This role is ideal for a self-motivated individual with excellent communication and interpersonal skills who can influence, inspire, and build long-term customer relationships.

Responsibilities:

Field Sales Support -

- Achieve sales targets as defined by the budget forecast.
- Manage specific accounts to maintain relationships and maximize sales opportunities.
- Strong focus on journey planning and organisation.
- Identify new Trade & Express account opportunities in the South East.
- Attend trade events, breakfast mornings, customer promotional events.
- Serve as the key interface for account base, handling problem-solving and objection resolution.
- Manage new account applications, produce reports, and make recommendations to maximize sales opportunities.
- Be the point of contact for initial sales inquiries and general or technical service issues.
- Conduct structured business planning every quarter with line manager.

Field Marketing Support -

- Work with the Palio Marketing Executive to provide field marketing support.
- **Visual Merchandising** -Enhance the customer's in-store experience through visual merchandising.

Requirements:

- Experience in account management and new business development,
- Proven track record in sales and service management.
- Proactive, innovative, and driven to succeed.
- Confident, professional, and enthusiastic with a flexible, creative, and disciplined approach.
- Ability to produce written reports and detailed business plans.
- Manage own diary/call cycle effectively.
- Skilled in tailoring presentations to various audiences from employees to directors.
- Capable of delivering training demonstrations and promoting new products.
- Ability to pioneer new sales and product opportunities.
- IT literate with Microsoft Office skills.
- Experience with CRM systems, preferably Microsoft Dynamics.
- Full clean driver's licence.
- Physically fit and able to travel/stay away when required.

Benefits:

- Competitive salary and excellent commission scheme.
- Flexible and hybrid working options.
- Employee discount.
- Health care cover.
- 24 days holiday, 8 bank holidays, plus a day off for your birthday (increasing with years of service).
- Company Vehicle, 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 be part of a passionate and fun team, with opportunities to contribute innovative ideas directly to the executive leadership team and progress your career.

We are committed to recruiting and retaining a diverse workforce within an equitable and inclusive environment.

How to Apply: Please send your CV and covering letter to recruitment@karndean.co.uk.