

Retail Business Manager North West

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 has allowed us to continue growing as a business.

We have an exciting opportunity for a Retail Business Manager, to join our Sales Team. This position is well-suited to an enthusiastic team player with a passion for delivering excellent customer service.

As a Retail Business Manager you will have excellent communication skills and be capable of building strong relationships with your colleagues both in and out of the office as well as our customers. Organisational skills and attention to detail will be key for you to excel in this role.

Ideal location WN, WA, M & OL

Responsibilities:

- You will be responsible for the profitable growth in the sales area by the management of the customer portfolio, controlling new accounts and supporting existing customers to increase the brand dominance of Karndean.
- You will support installations of showrooms & point of sale through improvements to visual merchandising and the replenishment of samples. This will require hands on assistance ranging from pre- launch events to post installation.
- You will demonstrate Account Management skills, strategic leadership, support key retailers, and conduct regular presentations
- You will identify and develop both new and existing business opportunities for the Palio Express brand across the territory.
- You will be able to maintain control of cost on cost expenditure.

Requirements:

- Able to demonstrate Account Management and Business Development skills.
- As a brand ambassador you will exhibit the brand values in all interactions with the retailer
- Comfortable with technology, in your day-to-day role to deliver effective representation and management producing both written and online reports and presentations.
- Self-Motivated, while able to work within a team context, to set own standards to deliver KPI expectations, including self-reflection and self-development.
- Able to solve problems, make decisions, use budgets to maximise opportunities while balancing this with scope of role and when to consult with management & peers for input.
- Professional and knowledgeable about the industry with a proven track record
- Excellent time management skills and able to mentor junior colleagues
- Full driving licence, able to stay away for home when required

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 cash plan
- 24 days holiday (increasing with service), (incl BHs) + a day off for your birthday
- 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 directly 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