

## Palio Business 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 its their passion and innovation that have allowed us to continue growing as a business.

We have an exciting opportunity for a Palio Business Manager to join our 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 Sales team you will grow and develop accounts by increasing the sales volume and margin performance while managing cost within the budget forecast.

Covering the Northwest, West Midlands & Wales.

### Responsibilities:

- To provide sales support to the account base in the form of:
  - Order intake to agreed targets defined by budget forecast
  - Account management with specific accounts to maintain long-term relationships and maximise sales opportunities
  - Identify new Trade & Express account opportunities on geographical territory
  - Attend Trade events, breakfast mornings & customer promotional events
  - To act as the key interface for our account base, problem-solving and objection handling to achieve resolution
  - Initial management of the new account application process to produce reports and recommendations to line management to maximise sales opportunities within the territory
  - Point of contact for the account holder for initial sales inquiries and general or technical services issues
  - Structured business planning every quarter
- To provide field marketing support in conjunction with Palio Marketing Executive
- To provide support in the form of visual merchandising to improve the customer's experience in-store

### Requirements:

- Skilled in account management and new business development
- Proven track record in sales and service management
- Proactive, innovative and driven to succeed
- Strong confident manner
- Professional, enthusiastic, flexible, creative, disciplined, ambitious, team player
- Able to produce written reports and detailed business plans on a periodical or ad-hoc basis
- Manage own diary/call cycle
- Able to demonstrate the ability to tailor a presentation to an individual or group from employee to director level
- Capable of giving training demonstrations, 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
- Able to stay away as and when the role requires

#### **Our Company:**

Karndean International 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 Van
- 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](mailto:recruitment@karndean.co.uk)