

Palio Merchandising & Sales Support Roles

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 Palio Merchandiser to join our external 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 external sales team you'll grow and develop accounts by delivering training to a range of Palio Flooring accounts, both Trade Counters and Retail Showrooms, as well as supporting the Business Manager with installations and point of sale.

We have 5 roles covering the following areas:

Scotland (Ideally located in Glasgow or Edinburgh)

North (Ideally located in Newcastle or Teesside)

Southwest (Ideally located in Exeter or Bristol)

Southeast (Ideally located around M25)

Central West (Ideally located in Birmingham)

When applying please can you specify which location you are applying for

Responsibilities:

- You will be the main source of support for onboarding new accounts, delivering onsite training to customers that stock and install our product.
- You will work closely with our Regional Sales Managers to maintain strong relationships with the accounts within your area, supporting all training needs and requirements for customers.
- We trust you to run your area autonomously; planning the support required by the Regional Sales Managers as well as proactively updating stores with new graphics, replacing old POS with updated versions and influencing the best way to present our product in their store.
- We pride ourselves on our engagement with employees and customers, you'll have fun with us supporting with trade and consumer exhibitions, breakfast mornings and launch events.

Requirements:

- Attention to detail is key with the ability to produce written reports and detailed business plans when required.
- Self-motivated with lots of energy & enthusiasm to hit KPIs.
- Able to work autonomously, organise your own diary and multi task regularly.
- Comfortable with presenting to individuals and groups with the ability to understand our different customers and tailor presentations accordingly.
- A high performing mindset will help you deliver the promise to your existing and new customers.
- Proficient in the use of digital tools such as Microsoft office is essential, with experience in CRM systems being beneficial.

- Experience in a merchandising role within the building / construction sector would be desirable but not essential.

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