

Regional Sales Manager - South

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 Regional Sales Manager (South) to join our Palio Flooring Field 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 Regional Sales Manager you will oversee a geographically defined territory, driving sales growth and enhancing margin performance, all while adhering to budgetary forecasts for the region. Your leadership and coordination will be pivotal in achieving the strategic objectives set for the region. To achieve regional sales targets, manage key accounts, develop long term customer relationships. To lead, guide the development of Merchandising & the sales support team in line with strategic objectives. Merchandising and Sales Support team members will directly report to Regional sales Manager.

Covering the South of England (ideally located in Guilford /Swindon)

Responsibilities:

- Achieve regional sales targets and manage key accounts to maximize sales and margin and influence overall P&L.
- A strong focus on profitability and cost control.
- Collaborate with the Strategic Partnership Manager to meet objectives and identify new business opportunities with a focus on ROI.
- Influencing and developing long-term customer relationships.
- Conduct quarterly business planning with UK Sales Manager in alignment with strategic objectives.
- Be active across all functions of the Palio by Karndean business.
- Lead, nurture and guide the Merchandising & Sales Support team, overseeing their journey planning, account strategy, marketing, events and overall ROI.
- Drive overall channel strategy through the team and support them in problem-solving, objection handling, and overall service levels.
- Develop and monitor sales metrics and dashboards to track team performance and identify areas for improvement.
- Manage and maintain the CRM system within your region, ensuring data integrity.
- Handle new account applications, produce sales reports, and be the main point of contact for sales inquiries.

Work with the Marketing team to provide field marketing support and enhance in-store experiences through the Merchandising & Sales Support team.

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.
- Passion for helping others develop themselves.
- Strong communication and interpersonal skills, with the ability to work effectively across teams.
- Highly organised with the ability to manage multiple priorities in a fast-paced environment.
- Ability to manage diaries/call cycles effectively.
- Skilled in tailoring presentations to various audiences from employees to directors.
- Ability to produce written reports and detailed business plans.
- Excellent analytical skills with the ability to interpret data and make data-driven decisions.
- IT literate with Microsoft Office skills.
- Full clean driver's licence.
- Physically fit and able to travel/stay away 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
- Flexible and hybrid working
- Employee discount
- Health cash plan
- 24 days holiday + BHs + a day off for your birthday (increasing with service)
- 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