

National Merchandiser (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 has allowed us to continue growing as a business.

We have an exciting opportunity for a National Merchandiser 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 part of the Palio Flooring Field Sales team you will support all National Accounts including key partners and our Kitchen, Bathrooms and Bedrooms Distributors. Working closely with our National Account Managers by building of point of sale displays, merchandising, providing product training and supporting at Trade events.

Ideally located in the below areas

CR, SM, BR

Responsibilities:

- You'll be the main source of support to hold onsite training to customers that stock and install our product.
- Working closely with our National Account Managers to maintain strong relationships with the customer accounts within your area, delivering excellent customer service.
- We trust you to run your area autonomously; planning your own diary to support the National Business Managers as well as proactively updating stores with new graphics, point of sale and using your influencing skills to ensure our product is presented in the best way possible in store.
- Our trade and customer exhibitions, breakfast mornings and launch events are a fantastic opportunity to demonstrate your networking and relationship building skills. You'll help with all aspects at these events including live demonstrations and engaging with customers to give the best experience possible.

Requirements:

- Attention to detail is key with the ability to produce written reports and detailed business plans when required.
- Able to work autonomously, organise your own diary and multi task regularly.
- Experience in presenting to individuals and groups, with the ability to tailor communication to customers accordingly.
- Experience in pioneering new sales and product opportunities.
- Confident to provide training demonstrations; experience with DIY installation of flooring preferable but not essential.
- Proficient in the use of digital tools such as Microsoft office and experience with CRM systems is preferable but not essential.

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

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
- 23 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