

Business Development Manager, GTA

Location: Greater Toronto Area

Employment Type: Fulltime

Start Date: Immediate

The Kraus Group is one of the largest integrated carpet and flooring manufacturers and distributors in North America with facilities throughout Canada and the USA and is currently recruiting for a Business Development Manager to join our team in the GTA.

Job Purpose

The Business Development Manager generates profitable sales of Kraus's extensive offering of hard and soft surface flooring through the specification process via successful collaboration with interior finish decision makers.

Duties and Responsibilities

- Generates profitable sales through the specification process with key personnel at architectural firm; such as designers, builders, owners, contractors and retailers.
- Monitors, supports and defends specifications to ensure they are successfully tendered.
- Establishes and maintains loyal, professional relationships with key interior finish decision makers.
- Educates, supports product selection and develops brand recognition of Kraus Flooring products and services.
- Works collaboratively with Territory and Regional Managers to include retail and commercial customers in the specification, education and tendering process.
- Coordinates the involvement of company personnel, including support, service and management resources to meet account performance objectives and customers' expectations.
- Achieve or exceed yearly budgeted sales volume.
- Submits and provides project update information for the national registry.
- Provides pricing and technical details to Territory Managers and directly to customers as instructed by the Regional Sales Manager and Director.
- Provides sampling, marketing material and documentation to key personnel.

Qualifications

- Diploma or Degree in Business Administration or equivalent experience.
- 5+ years of experience in sales, preferably in the flooring industry or experience in a related industry in the Architect & Design community.
- Ability to use business acumen to sell product and close a deal.
- Excellent organizational, problem solving and time management skills with an ability to prioritize and multitask in a time sensitive environment.
- Must be proactive and demonstrate a business orientated attitude, able to work independently, take initiative and accept coaching.
- Exhibits strong oral and written communication and presentation skills
- Knowledge of the flooring industry and the specification process including familiarity with Division 9 categories
- Mobile computing, MS Office, PowerPoint, Word, Excel
- Highly organized and self-motivated
- Maintain accurate contact databases
- Pleasant personality
- Possess a valid driver's license



The successful applicant will have a history with and is knowledgeable of the GTA residential multi-family market. You are familiar with the specification process of interior finishes and the local architect and design community.

Remuneration is salary based with commission and includes a generous auto allowance, mileage reimbursement, expenses for out of town travel, health benefits and company pension plan.

To Apply, please send your confidential application to careers@krausflooring.com.

Check out our website at www.krausflooring.com

The Kraus Group of Companies embraces diversity and is committed to creating an inclusive workplace. Our goal is to attract, develop and retain highly talented employees from diverse backgrounds, allowing us to benefit from a wide variety of experiences and perspectives. In accordance with the Ontario Human Rights Code and the Accessibility for Ontarians with Disabilities Act, 2005, accommodation will be provided at any point throughout the hiring process, provided the candidate makes their accommodation need known to Kraus. We welcome application from all qualified persons.