



Our sales organization nora systems Inc. established north of Boston in Lawrence, Massachusetts (USA) is responsible for sales in USA, Canada and Mexico.

In order to ensure our continued success and our accelerated growth strategy we are looking for a

Market Segment Manager, Education Eastern Region

The Market Segment Manager, Education has far reaching responsibilities for the continuing development of one of the Company's major market segments and establishment of nora as a primary supplier to the education market in the United States.

Major tasks:

- Direct and monitor the education sales effort by teaching and coaching the proven successful sales system to regional sales force, independent agents and others
- Responsible for sales and GP and cost and expense budgets
- Initiate and participate in promotional efforts including direct mail, PR, customer presentations, etc.
- Maintain and provide market statistics and forecasts
- Promote nora's products in the market segment, write specifications and price quotations within territory

Qualifications:

- Business management studies and multiple years of experience in contract business
- Knowledge of the flooring industry required
- Strong training, coaching and team building skills
- Ability to analyze and to develop the market segment strategically
- Ability to travel 50% of the time domestically and occasional international travel required

nora systems is with the brands noraplan® and norament® worldwide in a leading position in the resilient flooring industry with rubber floor coverings (www.nora.com). Our innovative ideas, customer services, top quality standards as well as our globally operating 1.100 qualified employees ensure the success of our products worldwide.

We offer an exciting challenge in an international company with excellent development prospects. If you are interested in this future-oriented professional challenge, please do not hesitate to send your application or contact us with any questions.

nora systems Inc.

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nora®

All About Flooring. **All About You.**