



Channel Account Manager (m/w)
South-West Germany

Driving growth through stable partner relationships

In this position, you are responsible for developing customer relationships within the IT channel in Germany, Austria and Switzerland in order to increase sales opportunities for both Ergotron and Ergotron partners. With your deep understanding of in-house developments and channel dynamics, you are a trusted partner for high-level business decisions and hands-on in implementing growth plans.

You are preferably based in the Southwest Germany region and work from your home office. The readiness for extensive traveling in D-AC-H territory is required. Your tasks:

- Building, maintaining and developing business relationships at various levels with existing and new Ergotron partners. In doing so you leverage the relationships to increase the importance of Ergotron and the collaboration with the Ergotron sales team.
- Work closely with existing partners and the Ergotron team in D-A-CH to (jointly) drive sales activities for end users, e.g. promotions and trade shows in all relevant vertical markets.
- Regular training and education of the sales and support teams of the Ergotron Partner Sales Programs and product innovations. Promote and support the use of Partner Programs.
- Share the performance promise of Ergotron through training sessions, partner events, promotions and programs and support the partner in the sales process.
- You are the customer's point of contact and act as an interface between various functional groups in the company to ensure optimal customer performance and satisfaction.



Ergotron is looking for an independent, results-oriented Channel Account Manager (m / f) with a strong entrepreneurial and business understanding. We are looking for a person who builds and maintains strong customer relationships, both externally and internally. At the same time, an independent organizational talent is needed that works precisely, reliably and responsively.

Your Profile:

- Business Bachelor or Master's degree or equivalent.
- At least 5 years of professional experience in B2B sales in the IT channel, preferably through work experience with a vendor.
- Good knowledge of IT channel customers in the D-A-CH area.
- Good knowledge of indirect sales models and channel dynamics.
- Very good knowledge of English.

The offer:

- Ergotron offers a challenging position in an internationally growing company that also offers personal development opportunities.
- High quality products that create a productive and healthy workplace.
- A corporate culture characterized by high ethical standards and passionate and helpful colleagues.
- Your dedicated contribution to the expansion of the market position will be rewarded with attractive terms and conditions.

Does that sound interesting to you? We look forward to meeting you!

Please send us your CV by e-mail (including salary expectations and availability) to hr.emea@ergotron.com. If you have any questions, please do not hesitate to contact Mrs Floor Knipping at +31 626324275.

We treat all personal information as private and confidential.



Ergotron is the global leader of mounting and mobility solutions for computer systems, monitors, laptops, televisions, tablets and mobile devices that have been improving digital display operations for over 30 years. Ergotron is known for developing innovative solutions that create a healthier and more productive work environment - in any setting. The passion for "Human Centered Design" has led to a series of patents and unique product innovations. In order to drive forward the growth of the company and expand sales relations in the D-A-CH region, we are looking for a dedicated Channel Account Manager (m/f).

ONE Core Values

- Continuous Improvement – *Always design a better experience.*
- Customer Obsessed – *Our reputation rests with our customer's experience.*
- Innovation – *Unearth insights to think anew.*
- Integrity – *Do the right thing. Treat others with respect.*
- Openness – *Open to ideas and feedback. Act with transparency. Trust one another.*
- Ownership – *Own your role and act when ownership is needed.*