



## Territory Account Manager South-West Germany

Entrepreneurial sales professional, boosting sales in South-West Germany

**In this position** you are responsible for achieving commercial targets in your territory. You will proactively gain, develop and consolidate key reseller partnerships in Ergotron's vertical markets. Developing, as well as maintaining contacts with key end-user accounts will ensure that you identify, generate and close project deals. You will execute the corporate strategy and sales programs, including installing and demonstrating the portfolio of B2B products. A team of territory account managers, channel account managers, a distribution account manager as well as a customer support team will support you in achieving your goals.

You will preferably be based in the South-West region of Germany, working from a home office. You will be travelling extensively in the assigned region.

### Your tasks:

- Develop sales into all Ergotron vertical markets: Corporate Office, Healthcare and Education;
- Increase sales activity with existing strategic channel partners: Corporate IT resellers and Office Furniture resellers;
- Develop end user opportunities for and with resellers and ensure successful closure;
- Support Channel sales force on end-user visits/demonstrations within the territory;
- Provide the management with sales progress and achievement reports and input for sales forecasts;
- Share knowledge within the team.

**Ergotron is looking for** an entrepreneurial, focused and results oriented sales professional. An excellent negotiator with strong interpersonal and communication skills. Someone who has a proven ability to gain, develop and maintain strong relationships, both externally and internally. A well organized and highly self-motivated person, accurate, energetic and responsive.

**Your profile:**

- Bachelor/Master's degree, commercial education;
- 5+ years experience in B2B sales;
- Proven track record in business development/account management;
- Solid understanding of indirect sales models and channel dynamics;
- Ability to work from home and to willingness to travel;
- Proficiency in English and German.

**Ergotron offers** a challenging position in an international organization with growth ambitions. A company with top quality products, contributing to a productive and healthy workplace. Ergotron is a company with high ethical standards and passionate, supportive colleagues. A company that stimulates personal development where you will find the flexibility and healthy work-life balance you crave. We offer competitive compensation and benefits in a supportive business environment that's built around a promise: To move you—physically, emotionally and intellectually.

Are you interested to take up this challenging role? Please send your CV and motivation to [hr.emea@ergotron.com](mailto:hr.emea@ergotron.com). For additional information you can contact Floor Knipping at the same e-mail address.

**Ergotron** is the global leader in digital display mounting, furniture and mobility products that have been improving the human interface with digital displays for over 30 years. Ergotron is committed to delivering innovative solutions that promote healthier, more productive environments – no matter the setting. Our passion for human-centered designs has led to many patents and unique product innovations. To drive growth and expand reseller partnerships in the South-West Germany region, we are currently looking for a **Territory Account Manager**.