

ergotron®



Ergotron – About the company

Ergotron, Inc. is a global movement company focused on designing and manufacturing kinetic work environments so people can thrive as they work, learn, play and care for others. The way we interact with technology, collaborate with others and pursue our individual potential is changing. Ergotron supports this evolution with innovative solutions that eliminate constraint through movement in healthcare, education and general office environments. Through the custom solutions group, Ergotron provides unique and innovative product offerings and applications to global leading and innovative companies. The company has a 39-year history of innovation with more than 200 patents and a growing portfolio of award-winning brands including WorkFit™, CareFit™, LearnFit®, JUV™ and OmniMount®. Ergotron is headquartered in Saint Paul, Minnesota, with a global sales and marketing presence in North America, Europe and Asia Pacific. All products are designed in the United States and produced in Ergotron's facilities in Saint Paul and China. For our EMEA headoffice we are currently looking for a:

Business Development Manager – Iberia (Madrid)

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 is built around a promise: To move you – physically, emotionally and intellectually.

The position

The Business Development Manager (BDM) Iberia has an overall responsibility for the sales performance in the region. He/she develops and implements an ambitious sales plan in order to generate solid growth in Ergotron's key vertical markets through both the IT and Office channel. Enhances channel engagement and sales processes to ensure optimal partner and end user satisfaction. Manages the channel partners in the region in close collaboration with the Distribution Account Manager (DAM).

Responsibilities

- ❖ Develop and implement a strategic and tactical sales action plan that expands Ergotron's customer base in the different verticals (Healthcare, Corporate Enterprise, Education).
- ❖ Analyse and optimise the go-to-market strategy in the region. Identify and recruit a comprehensive network of channel partners to ensure optimal geographical and vertical coverage.
- ❖ Increase existing channel partner commitment and performance through enhanced, long term relationships.
- ❖ Develop end-user opportunities for and with resellers and ensure successful closure.
- ❖ Compile, analyse and structure sales KPI's and pipeline data to provide management with solid reports and recommendations.
- ❖ Monitor performance and proactively propose actions to improve Ergotron's productivity and efficiency in the region. Report on business performance on a regular basis.
- ❖ Collect customer feedback, market research, market trends and competitive intelligence. Provide regular updates to management and define product development needs in a structured manner.
- ❖ Support "Lean Business Enterprise" initiatives for continuous process improvement and waste elimination.
- ❖ Additional duties as requested.

Requirements

- ❖ Higher Education business degree.
- ❖ Proven track record in B2B sales and business development. Experience with consultative selling.
- ❖ Solid understanding of indirect sales models and channel dynamics. Experience in working with channel partners in B2B, preferably in IT and/or Office Furniture.
- ❖ Very strong interpersonal and communication skills, excellent negotiator. Ability to communicate effectively with a sales team, other functional groups and customers in an international environment.
- ❖ High integrity, strong work ethics, committed team player. Highly self motivated.
- ❖ Ability to work from home.
- ❖ Used to working with a CRM tool (preferably Salesforce.com).
- ❖ Fluent in Spanish and English.

Interested?

If you want to make a difference and join an exciting company with double digit growth and tremendous opportunities then please send your CV and motivation in English to hr.emea@ergotron.com.