



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. To further grow our business in France we are currently looking for a:

Distribution & IT Channel Account Manager (Paris based)

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 Distribution & IT Channel Account Manager (DCAM) will be the primary point of contact for both distributors and IT managed partners in his/her assigned territory (in this case France). He/She will be responsible for the development, maintenance and enhancement of Ergotron's business relationships within those accounts and the growth of our national sales into our core markets (Healthcare, Industry and Education).

Responsibilities

- ❖ Achieve annual sales targets and partner revenue goals.
- ❖ Develop and execute a channel plan for the region, as well as individual partner account plans.
- ❖ Build, maintain and develop business relationships at various levels within assigned Ergotron partners.
- ❖ Use these relationships to increase mind share of Ergotron and to drive cooperation with the Ergotron sales team (training, account mapping, spotting deals etc.).
- ❖ Work closely with selected managed partners and with the Ergotron territory team to drive (joint) end user sales activities such as promos and partner events across all relevant vertical markets.
- ❖ Train and educate the partner's sales & support teams regularly on Ergotron's sales programs and product innovations. Promote and support the use of partner programs (seed program, deal registration).
- ❖ Communicate Ergotron's value proposition through training sessions, floor walks, partner events, promotions and programs and assist partners in the sales process.
- ❖ Act as a point of contact for the partner and liaise with both the sales team and other functional groups within Ergotron (program management, marketing, finance, services) to ensure optimum partner performance and satisfaction.
- ❖ Share relevant partner, project, market and competitive information with management and with counterparts in other regions.
- ❖ Responsible for timely and accurate updating of all required systems and programs necessary for sales operations including Salesforce and others as appropriate to ensure customer data is well maintained and documented

Position Requirements

- ❖ Strong background in working with both IT distributors and resellers.
- ❖ Knowledge of and proven track record in the IT market in France. Knowledge of the office (furniture) channel is a plus.
- ❖ Solid understanding of indirect sales models and channel dynamics.
- ❖ Excellent sales, communication, presentation and negotiation skills.
- ❖ French fluent speaker with good level of English both written and spoken.
- ❖ High level of energy, proactive, self-motivated.
- ❖ Strong intercommunication skills both internally and externally.
- ❖ Ability to work from home and willingness to travel frequently within the region.
- ❖ Proficient in Microsoft Office (including Excel, PowerPoint and Outlook) and Salesforce.

Interested?

If you want to make a difference and join an exciting company with growth ambitions and an international team then we would like to hear from you! Please send your CV and motivation in English to hr.emea@ergotron.com.