



Ergotron – About the company

Ergotron, Inc. is a global company focused on designing and manufacturing kinetic work environments so people can thrive as they work, learn 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.

The company has a 39-year history of innovation with more than 200 patents and a growing portfolio of award-winning brands, 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 manufactured in Ergotron's factory in China. To further grow our business in the D-A-CH region we are currently looking for a:

Channel Account Manager D-A-CH (furniture channel)

home-office based, Southern Germany

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 Channel Account Manager (CAM) will be responsible for managing Ergotron's furniture channel in the south of Germany, Austria and Switzerland. This includes developing existing partnerships as well as expanding Ergotron's coverage by recruiting and developing new partners such as furniture manufacturers, furniture dealers and architects & designers.

Responsibilities

- ❖ Achieve annual sales targets and partner revenue goals.
- ❖ Develop and execute a furniture 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 in the office market.
- ❖ 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, 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.
- ❖ Additional duties as requested.
- ❖ Supports 'Lean Business Enterprise' initiatives for continuous process improvement and waste elimination.

Position Requirements

- ❖ Strong background in working with furniture dealers and manufacturers.
- ❖ Knowledge of and proven track record in the Office market in Germany. Knowledge of the industry market is a plus.
- ❖ Solid understanding of indirect sales models and channel dynamics.
- ❖ Excellent sales, communication, presentation and negotiation skills.
- ❖ 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), Oracle and Salesforce.
- ❖ Must be able to perform the physical requirements of the job as described for the position.

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.
