

Job Description

Territory Account Manager- South East Asia

About Ergotron:

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, contract furniture and general office environments.

Through the custom solutions group, Ergotron provides unique product offerings to companies like Amazon, Herman Miller, GE Healthcare and Cisco Systems.

The company has a 35-year history of innovation with more than 200 patents and a growing portfolio of award-winning brands—StyleView®, WorkFit®, CareFit®, LearnFit®, JÜV® and OmniMount®. Ergotron is headquartered in Saint Paul, Minn., 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. Learn more at www.Ergotron.com.

Position Summary:

- The Territory Account Manager is responsible for driving revenue and increasing market share across South East Asia. The position responsibilities include business development and growth and maintenance of existing end/user clients. Additionally, the TAM is responsible for identifying and supporting key channel partners operating in the assigned territory. Applicant should have previous geographical territory experience and general understanding of the IT channel.
- **ACTIVITY/ PERFORMANCE MEASURES:** Will be assigned and have overall performance measured by attainment of annual sales quota, with additional performance metrics that may include:
 - Activities and Events
 - Sales by Channel Partner or Direct Sales
 - Service Sales
 - Net New Client Sales
 - Sales by Product Family

Position Responsibilities:

- Responsible for revenue targets and market share growth, as well as client satisfaction of all account(s) in assigned territory. The territory could include some or all of the following locations. Malaysia, Indonesia, Thailand, Vietnam and the Philippines.

- Day to day use of CRM (salesforce.com), including pipeline management and ensuring client data is well maintained and documented.
- Embrace and utilise Ergotron's Sales Process.
- Develop an effective territory plan with KPI's, market intelligence, key contact identification, partner base growth objectives, and planning of salesforce event goals required for attainment of assigned quota.
- Prospecting at multiple levels within an organisation, identifying the decision maker, displacing an incumbent or competitor, and servicing the territory's installed base.
- Establish and build influential channel partner relationships within the Healthcare, IT, Education and Furniture industries.
- Work collaboratively with other TAM's and Regional Directors on national and enterprise accounts, as well as strategic initiatives.
- Present at tradeshow and events to build brand recognition and thought leadership.
- Support product demonstrations, installations, end user and partner events, and provide follow up on seed unit placements.
- Work closely with distribution partners to facilitate efficient sales transactions, on-time delivery, order accuracy, and positive client experience.
- Act as a champion and interface between partners, clients, and Ergotron.

Position Requirements (Knowledge and Experience):

- BS degree in Business, Marketing or equivalent preferred.
- 4-6 years of proven, successful experience in field sales within the assigned territory.
- Experience selling into hospitals, education or commercial furniture highly preferred.
- Proficient in Microsoft Office (including Excel, PowerPoint and Outlook), CRM (salesforce.com)
- Experience selling within an IT Channel Distribution model
- Demonstrated knowledge of selling within technical environments including calls on key decision makers and all other technical and business influencers required.
- Must demonstrate knowledge and competency in territory sales management, including prioritisation, quota attainment, sales presentations, short term, mid-term, long term opportunity management.
- Must have experience obtaining a quota of \$2M+. Preference will be given to those who can provide documentation of this.
- Must have excellent oral and written English language skills.
- Must hold a passport and be able to travel internationally.
- Must be able to travel up to 50% of the time in territory.
- Must be able to work from home.
- Must be able to perform the physical requirements of the job as described to you for the position.

Benefits:

- Being able to solve complex problems within a passion-filled environment is rewarded by a comprehensive and competitive benefits package, allowing for work and life balance.