



## 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 the west of France we are currently looking for a:

## Territory Account Manager (west of France)

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

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.

## Responsibilities

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- ❖ 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.

## Position Requirements

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- ❖ Bachelor / Master's degree, commercial education;
- ❖ 5+ years experience in B2B sales;
- ❖ Proven track record in business development/account management, preferably in a Corporate or Healthcare IT environment;
- ❖ Solid understanding of indirect sales models and channel dynamics;
- ❖ Ability to work from home and to willingness to travel;
- ❖ Fluent French, proficiency in English.

## 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](mailto:hr.emea@ergotron.com).

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