



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. For our EMEA headoffice we are currently looking for an:

Senior Channel Account Manager – UK (London area)

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 Senior Channel Account Manager will support our reseller partners in the UK in expanding their Ergotron business, in close cooperation with the UK (field) sales team.

Responsibilities

- ❖ Achieve annual sales targets for the region as well as partner revenue goals.
- ❖ In close cooperation with the wider team, 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 trade shows 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, floorwalks, partner events, promotions and programs and assist partners in the sales process.
- ❖ Act as a strategic point of contact for the partner and liaise with 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.
- ❖ Support "Lean Business Enterprise" initiatives for continuous process improvement and waste elimination.

Position Requirements

- ❖ Experience in IT channel sales, preferably in working for a vendor.
- ❖ Knowledge of and proven track record in the IT market in the UK. 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.
- ❖ High level of energy, proactive, self motivated.
- ❖ We expect that you meet the requirements to work in the UK.

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.
