



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 home based team in the UK we are currently looking to hire a:

Territory 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

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.

Responsibilities

- 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.
- Support "Lean Business Enterprise" initiatives for continuous process improvement and waste elimination.

Position Requirements

- 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.
- 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.
