



Ergotron – About the company

Ergotron, Inc. is a global company focused on designing and manufacturing solutions for active 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, industry and corporate office environments. Through the customs solutions group Ergotron provides unique and innovative product offerings and applications to global leading and innovative companies.

The company has a 40-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. Products include digital display mounting solutions, computer carts and charging solutions. To further grow our business in Germany, (Central/North/East Germany) we are currently looking for a:

Channel Account Manager Central and Northern Germany

Home-office based (Nordrhein-Westfalen / Hessen region)

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 developing high level partnerships within the IT channel creating business opportunities for both Ergotron and for Ergotron partners. Responsibilities include working with large managed partners and finding and developing new partners also outside of the IT Channel.

Responsibilities

- Develop high-level partnerships within the channel, creating business opportunities, both for Ergotron and for Ergotron's partners.
- Convey Ergotron's narrative and value proposition, being a trusted partner in high level business discussions as well as hands-on driving growth plans.
- Work closely together with high-performing/high potential partners to develop plans that document goals and objectives of the partnership.
- Generate leads for Territory Account Managers and independently follow through on selected end user opportunities as needed.
- Ensure that Ergotron's business partners are aware of all products, programs, tools and resources that are available to them.
- Play a pivotal role in channel activities such as joint partner events, marketing campaigns, sales team training.
- Work together with colleagues from sales, marketing and product management, sharing (competitive) knowledge and defining opportunities.
- Perform project management in larger roll-outs to ensure partner and end user satisfaction.

Position Requirements

- Bachelor business degree desired or a similar education.
- Minimum of 3 years experience in B2B sales (not retail), preferably in a channel role and at a vendor.
- Solid knowledge and understanding of indirect sales models.
- IT channel background preferred but not required.
- Willing to physically demonstrate products and therefore able to learn how to handle our products.
- High level of energy, proactive, self-motivated.
- Strong intercommunication skills both internally and externally.
- Familiarity with Salesforce.com is a plus.
- Fluent in German, very good level of English both written and spoken.
- Ability to work from home and willing to travel extensively throughout Central and Northern Germa

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.
