



## 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 the Central Germany area (northern Hessen, northern Bavaria, Thuringia and Saxony) we are currently looking for a:

## Territory Account Manager – Central Germany

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 for. We offer competitive compensation and benefits in a supportive business environment that is built around a promise: To move you – physically, emotionally and intellectually.

## Responsibilities

Realizing growth by:

- ❖ Having the overall responsibility for achieving sales in the territory.
- ❖ Proactively managing, creating and growing end-user opportunities through key reseller partners (corporate IT resellers and office furniture sellers).
- ❖ Executing the corporate strategy and sales programs, including installing and demonstrating the portfolio of B2B products.
- ❖ Reporting on a timely basis through the company's IT.
- ❖ Managing the sales process to ensure success and consolidates relationships with partners.
- ❖ Developing and maintaining contacts with key end-user accounts to generate and close project deals.
- ❖ Working closely together with colleagues from sales, marketing and product management sharing (competitive) knowledge and defining opportunities.

## Position Requirements

- ❖ Bachelor business degree desired.
- ❖ Several years experience in B2B sales (not retail).
- ❖ Proven ability to manage large accounts.
- ❖ Solid understanding of indirect sales models and channel dynamics.
- ❖ Used to work from a home office and to travel extensively.
- ❖ Willing to physically demonstrate products and therefore able to learn how to handle them.
- ❖ Familiar with Salesforce.
- ❖ Fluent in German and 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).