



## **Ergotron – About the company**

Ergotron, Inc. is a global leader in designing ergonomic solutions that connect people and technology to enhance human performance, health and happiness. Using the Technology of Movement™, Ergotron builds products and custom solutions that help people feel, fuel and enjoy a new sense of energy in healthcare, industrial and office settings, both at home and on-site.

Through its 40-year history, Ergotron has led the industry with innovative, professional-grade products and customer-obsessed service. The company has earned more than 200 patents and established a growing portfolio of award-winning brands including WorkFit® and CareFit™, and patented Constant Force™ and LiFeKinnex™ technologies. Ergotron is headquartered in St. Paul, Minnesota, with a presence in North America, Europe and Asia Pacific. For more information, please visit [www.ergotron.com](http://www.ergotron.com).

## **Territory Account Manager**

### **Australia**

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 Territory Account Manager (TAM) is responsible for driving revenue and increasing market share in the designated geography (Australia and New Zealand). The position responsibilities include business development, and growth and maintenance of existing end/user clients. Additionally, the TAM is responsible for identifying and supporting key channel partners operating in the assigned territory. Applicant should have previous geographical territory experience and a general understanding of healthcare workflows or have experience selling into the healthcare enterprise.
- **ACTIVITY/ PERFORMANCE MEASURES:** Will be assigned and have overall performance measured by attainment of annual sales quota, with additional performance metrics that may include:
  - Activities and Events
  - Sales by Channel Partner or Direct Sales
  - Service Sales
  - Net New Client Sales
  - Sales by Product Family
  - CRM reporting

### Responsibilities

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- Responsible for revenue targets and market share growth, as well as client satisfaction of all accounts in the assigned territory
- Day to day use of Salesforce.com, including pipeline management and ensuring client data is well maintained and documented
- Embrace and utilise Ergotron's Sales Process
- Development of an effective territory plan with KPI's, market intelligence, key contact identification, partner growth objectives, and planning of salesforce event goals required for attainment of assigned quota
- Prospecting at multiple levels within an organization, identifying the decision maker, displacing an incumbent or competitor, and servicing the territory's installed base
- Establish and build influential channel partner relationships within the Healthcare Industry
- Work collaboratively with other TAM's and Regional Directors on national and enterprise accounts, as well as strategic initiatives with national health districts.
- Present at tradeshow and events to build brand recognition and thought leadership

- Support product demonstrations, trade show installations, end users and Healthcare association events, and provide follow up on seed/demo unit placements.
- Work closely with internal Ergotron operations team to facilitate efficient sales transactions, on-time delivery, order accuracy, and positive client experience.
- Act as a champion and interface between partners, clients, and Ergotron.
- In collaboration with Marketing, create and execute a suitable marketing plan for the region in order to grow Ergotron's brand recognition and thought leadership.
- Assist regional and global customer care teams with warranty and service requests from end users.
- Provide feedback to relevant departments (Product, Marketing, Customer Care etc) regarding local trends, customer expectations and channel developments.

## Position Requirements

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- BS degree in Business Preferred, Marketing or equivalent.
- Candidate must be based in territory
- At least 7 years proven, successful experience in field sales within the assigned territory.
- Experience selling into hospitals and healthcare highly preferred
- Basic understanding of clinical workflows as it relates to technology at the point of care
- Proficient in Microsoft Office (including Excel, PowerPoint and Outlook), Salesforce.com
- Experience selling within an IT Channel Distribution model preferred
- Demonstrated knowledge of selling within technical environments including calls on key decision makers and all other technical and business influencers required
- Must demonstrate knowledge and competency in territory sales management, including prioritisation, quota attainment, sales presentations, short term, mid-term, long term opportunity management
- Must have experience obtaining a quota of \$2M+. Preference will be given to those who can provide documentation of this
- Must be able to work from home
- Must have a current drivers licence and roadworthy vehicle
- Must be able to lift up to 20 kgs and travel up to 50% of the time within territory
- Must have a valid passport and ability to travel within the APAC region
- Must be able to perform the physical requirements of the job as described to you for the position

## 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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