



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 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-focused service. The company has earned more than 200 patents and established a growing portfolio of award-winning brands including WorkFit® and CareFit™ and patented Constance Force™ and LifeKinnex™ technologies. Ergotron is headquartered in Saint Paul, Minnesota, with a presence in North America, EMEA and Asia Pacific. Our regional head office for the EMEA region is located in Amersfoort, the Netherlands. For our **D-A-CH Sales team**, we are currently looking for a:

Territory Account Manager Healthcare– Germany south / Switzerland (Home office based, Stuttgart area)

The position

As a Territory Account Manager Healthcare, you will be responsible to drive Ergotron's Healthcare business as well as selling Ergotron products into the industry and office/workplace channel to achieve your sales targets in your assigned territory. In this position, you will report directly to the Head of Sales D-ACH, who is located in Germany. You will be working closely together with the Channel Account Manager in the region and increase sales activity with existing strategic partners. You will support the channel sales force on end-user visits and demonstrations within the territory and develop relationships with key end-user organizations and channel partners. Essential to success in this role is a keen ability to develop and onboard new accounts. Ergotron provides support and tools from various departments for you to leverage and exceed overall objectives.

Responsibilities

- Develop sales into Ergotron vertical market of Healthcare / Industry / Workspace.
- Increase sales activity with existing strategic partners.
- Develop strong expertise in Ergotron value proposition and value alignment with healthcare facilities.
- Design and implement a strategic sales plan that expands Ergotron's customer base and ensure a strong market presence and channel execution.
- 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 management with sales progress and achievement reports and input for sales forecasts.
- Share knowledge within the team.
- Responsible for timely and accurate updating of all required systems and programs necessary for sales operations including Salesforce and others as appropriate to ensure customer data is well maintained and documented.
- Additional duties as requested.

Position Requirements

- Bachelor / Master's degree, commercial education.
- 5+ years' experience in B2B sales.
- Proven track record in business development/account management in a healthcare environment.
- Familiar with the healthcare market in the region.
- Good understanding of indirect sales models and distribution channels would be desirable but not required.
- Very strong interpersonal communication skills and excellent negotiator.
- An entrepreneurial spirit and highly self-motivated.
- Willing to travel in the region.
- Fluent in German and English. Knowledge of French and Italian would be an advantage.
- Proficient in Microsoft Office (including Excel, PowerPoint and Outlook) and Salesforce.
- Must be able to perform the physical requirements of the job as described to you for the position.