



## 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 headoffice for the EMEA region is located in Amersfoort, the Netherlands. For our **MEA Sales team**, we are currently looking for a:

## Territory Account Manager – Dubai (home office)

### The position

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As a Territory Account Manager, you are responsible for selling Ergotron's products and achieving your sales targets in your territory. You will be working closely together with the Healthcare Account Manager in the region and increase sales activity with existing strategic partners (corporate resellers). You will support the channel sales force on end-user visits / demonstrations and installations within the territory and develop relationships with key end-user organizations. Essential to success in this role is a keen ability to develop new accounts and to penetrate new customers. Ergotron provides support and tools from various departments for you to leverage and exceed overall objectives.

## Responsibilities

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- Develop sales into Ergotron vertical markets: Healthcare and 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.
- Supports "Lean Business Enterprise" initiatives for continuous process improvement and waste elimination.

## Position Requirements

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- Bachelor/Master's degree, commercial education.
- 7+ years experience in B2B sales.
- Proven track record in business development/account management, preferably in a Healthcare IT environment.
- Familiar with the IT market in the Middle East.
- Good understanding of indirect sales models and distribution channels.
- Very strong interpersonal communication skills and excellent negotiator.
- An entrepreneurial spirit and highly self-motivated.
- Willing to travel in the region.
- Knowledge of the Arabic language is a plus. Fluent in English.
- Proficient in Microsoft Office (including Excel, PowerPoint and Outlook), Oracle and Salesforce.
- Must be able to perform the physical requirements of the job as described to you for the position.