



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; the EMEA organization is based in Amersfoort, The Netherlands. 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 the UK and Ireland we are currently looking for a:

Healthcare Sales Manager - UK & Ireland (Manchester/Birmingham area). Home-office based.

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 Healthcare Sales Manager will be responsible for developing the sales revenues in the UK and Irish Healthcare markets. You will guide and bring your commercial and technical expertise to assist and develop the Territory Account Managers across the region. Your knowledge of the medical IT and NHS environments allows you to develop sales opportunities at a senior level with end-users that you will prospect, develop and retain in close collaboration with the Territory Account Managers. In the role you will report to the Country Sales Manager.

Responsibilities

- Set budgets, develop and execute comprehensive sales strategies, tactics and plans to achieve sales targets and maximize market potential within the assigned territory.
- Convey Ergotron's narrative and value proposition, being a trusted partner in high level business discussions as well as hands-on driving growth plans.
- Conduct market research to identify sales opportunities, understand customer needs and stay informed about industry trends and competitors.
- Set ambitious but achievable goals and objectives for your team, based on market analysis and company objectives.
- Provide ongoing coaching, guidance and motivation to the sales representatives to enhance their performance and achieve sales targets.
- Set clear expectations, monitor individual and team performance and provide regular feedback and performance evaluations.
- Identify new Healthcare opportunities and customers in the region in collaboration with the Territory Account Managers.
- Coordinate the Territory Account Manager's projects follow-up from the detection to the delivery phase to guarantee the highest level of customer satisfaction.
- Establish and maintain strong relationships with key Healthcare Channel partners within the UK & I and be able to be a dialogue partner on C-suite level.
- Work all business opportunities through our IT and office channels. Identify and recruit new Healthcare resellers.
- Develop and maintain your business pipeline on a regular basis, share your sales forecasts and keep the Country Sales Manager informed about your activities via the company tools available.
- Actively participate in recruitment of Healthcare Territory Account Managers, training and development – both technical and sales.

Position Requirements

- Bachelor business degree in business, marketing or a related field.
- Proven experience as a Sales Manager or similar role, with a track record of achieving or exceeding sales targets.
- Strong leadership and team management skills with the ability to motivate and inspire a sales team.
- Excellent communication and interpersonal skills, with the ability to build and maintain relationships with customers and stakeholders.
- 7 years minimum of experience in B2B sales.
- Proven ability to manage large NHS accounts.
- Solid understanding of indirect sales models and channel dynamics.
- Analytical mindset with the ability to interpret data and make data-driven decisions.
- Self-motivated and results-oriented with a proactive approach to problem-solving.
- Work from home office yet have the willingness to travel extensively.
- Familiar with Salesforce and PowerBI.

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 to applicants.emea@ergotron.com
