



WORKSPACE



HealthCare



Industry & Logistics



Education



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:

Business Development Representative (home-office based, Germany)

The position

The Business Development Representative is responsible for supporting the growth and development of the company in the D-A-CH region. The Business Development Representative will maintain good relationships with current clients while building new client relationships and generating fresh sales. The role will require close collaboration with other members of the regional sales team to maximize revenue opportunities. The position is a mixed role and consists of both office-based sales support and field sales activities.

Responsibilities

- Collaborate closely with Country Sales Manager and members of the sales team to support and implement field and desk sales actions and activities.
- Act as a champion and interface for channel partners and Ergotron and liaise with other functional groups within Ergotron (tech support, order management, marketing, finance) to ensure optimum partner performance and customer satisfaction.
- Qualify leads and engage with sales representatives to align on programs to be used (seed, SPR, DR) using company systems to document actions and follow up and ensure coordination with other departments.
- Assist distributor's sales representatives in improving reseller's satisfaction and in closing sales.
- Assist sales representatives in identifying and qualifying end user opportunities for and with resellers and ensure successful closure.
- Build, maintain and develop business relationships at various levels within existing and new resellers. Use these relationships to increase mind share of Ergotron.
- Interface with program management department to identify operational concerns and assist with stock rotation and report on changes in distribution teams.
- Work with Marketing department to initiate and support communication and activities and assist in delivering and improving proper content in local German language.
- Provide product and technical support to customers; escalate to tech support as needed for customer issue resolution.
- Report, research and start corrective action for problems and complaints received from customers, partners or from sales representatives.
- 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.

Position Requirements

- Commercial education.
- Solid understanding of indirect sales models and channel dynamics. Experience in working with IT channel partners in B2B and B2C.
- Demonstrated ability to achieve incremental revenue generation.
- Able to solve problems creatively and have an aptitude for understanding new technologies and changes in our industry.
- Ability to work independently and as a member of a territory team.
- Ability to build and maintain relationships in a multi-tiered channel sales environment.
- Ability to learn and exhibit knowledge of technical B2B product lines.
- Excellent verbal and written communication skills in German and English.
- Very strong interpersonal and communication skills, excellent negotiator. Ability to communicate effectively with other functional groups and customers in an international environment.
- Proficient in Microsoft Office (including Excel, PowerPoint and Outlook), Oracle and Salesforce.