



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.

**Commercial Manager International Business Development
B-I-N-CEE (Benelux, Italy, Nordics, Central Eastern Europe)**

The position

The Commercial Manager has *overall* responsibility for the sales performance in the assigned countries. Manages the team of account managers, promoting teamwork and coordination with other functional groups within the company. Enhances channel engagement and sales processes to ensure optimal partner and end user satisfaction. Develops and implements an ambitious sales plan in order to generate solid growth in Ergotron's key vertical markets, Healthcare and Workspace, through both the IT and Office channel. Supports the management and development of the distribution partners in the region.

Responsibilities

- Develop and implement a strategic and tactical sales action plan that expands Ergotron's customer base in different verticals.
- Coach, inspire and train the sales team to meet and exceed sales goals.
- Monitor team performance and proactively propose actions to improve the team's productivity and efficiency. Report on business performance on a regular basis.
- Compile, analyze and structure sales KPI's and pipeline data to provide management with solid reports and recommendations.
- Increase channel partner performance (distributors and resellers) by analyzing and optimizing the go-to-market strategy and by growing partner engagement through enhanced, long-term relationships.
- Engages and builds relationships with key end users, collects customer feedback, market research, market trends and competitive intelligence. Provide regular updates to management and define product development needs in a structured manner.
- Plan and coordinate events and marketing activities in close cooperation with the marketing team.
- Promote company processes, programs and working tools. Ensure the team is properly trained and actively using available resources such as Salesforce.com.
- Maintain individual and team's professional and technical knowledge.
- 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

- Bachelor/master's degree, commercial education.
- 5-10 years of experience in B2B sales.
- Proven track record in B2B sales and in managing a sales team.
- Solid understanding of indirect sales models and channel dynamics. Experience in working with channel partners in B2B, preferably in IT and/or Office Furniture.
- Very strong interpersonal and communication skills, excellent negotiator. Ability to communicate effectively with a sales team, other functional groups and customers.
- High integrity, strong work ethics, committed team player. Highly self-motivated.
- Used to working with a CRM tool (preferably Salesforce.com).
- Fluent in English. French / Spanish and or Italian is a pre.
- Ability to travel within the region as needed.
- Proficient in Microsoft Office (including Excel, PowerPoint and Outlook), Oracle and Salesforce.