



Key Account Manager (m/f/d) - B2B DACH

Take advantage of the momentum of a strong B2B presence and continue this success story with us!

YOUR MISSION:

By maintaining and developing local IT and system house partnerships and establishing a strategic project pipeline concept, you will play your part in ensuring that CHERRY's market share in the B2B sector continues to grow profitably. You will be able to draw on strong existing partnerships and structures, while at the same time allowing your creativity to run free, breaking new ground with your own ideas and establishing further partnerships.

YOUR RESPONSIBILITIES

- In addition to acquiring new partners, you will also be responsible for maintaining and expanding local IT and system house partnerships
- You will work closely with distributors and our channel marketing team to ensure that you receive the best possible support for achieving your sales targets
- Continuous KPI management, regular forecasts and CRM-based project pipeline maintenance, as well as active inventory management and active tender

YOUR EXPERIENCES

- You have extensive sales experience in system house and B2B partner management and a corresponding network
- You have in-depth knowledge of project business, strong negotiation skills and a confident manner, as well as an understanding of brand development in the B2B environment
- Your communication skills include business fluent German and good English

management, will support your sales activities, ensure business transparency and management alignment to secure growth and profitability

- You will represent CHERRY at trade fairs and events and position the brand in the solution environment as well as a standalone product
- Support with strategic sales issues (e.g. developing new T&C structures with the SVP Global Peripherals) and actively managing various partner contracts, as well as those to be negotiated, round off your area of responsibility

- In order to be able to visit customers on site, you are willing to travel internationally and have a valid driving licence

WHY CHERRY SHOULD BE YOUR CHOICE

WHAT IS CHERRY DOING?

We are an international manufacturer of keyboards and mice for the gaming & e-sports, office, healthcare and industrial sectors. In addition, CHERRY produces high-end switches for mechanical keyboards. Since its foundation in 1953, CHERRY has stood for innovative and high-quality products that are specially developed for different customer needs.

YOUR BENEFITS

- CHERRY has already established an excellent reputation as a B2B brand in the DACH region – you can continue this success story and build on the existing structures
- This position not only gives you a lot of freedom and the opportunity to break new, unconventional ground, but also allows for personal growth within the role and beyond
- As part of our pan-European team, you will work together with colleagues across national borders on common goals and support each other in achieving them
- Of course, you will also benefit from flexible working hours, the option of mobile working and many other aspects, which we would be happy to explain to you in an interview

DIE RAHMENBEDINGUNGEN

- **Company:** Cherry Embedded Solutions GmbH

- **Place of work:** Remote
- **Working hours:** Full time
- **Line manager:** Gross annual salary of at least €49,000 plus a bonus agreement and other benefits

APPLY NOW

DO YOU HAVE ANY QUESTIONS?

We are available for you at [+49 9643 20 61 - 533](tel:+4996432061533) or by e-mail at martin.fiedler@cherry.de.

Cherry SE

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