



## Distribution & Channel Manager (m/f/d) – DACH Region

**Join CHERRY – and shape the next level of European Distribution**

### **YOUR MISSION:**

In this role, you will be responsible for implementing our distribution and sales strategy in one of Europe's most important core markets. You will manage, develop and expand our strategic partnerships in Germany, Austria and Switzerland with the aim of taking performance, growth and profitability in the channel to a new level.

### **YOUR RESPONSIBILITIES**

- You will be responsible for managing and developing distribution partners in the DACH region
- By analysing sell-in, sell-out and inventory rotation, you will derive targeted measures to increase performance
- You will implement channel programmes such as Cherry Accelerate together with partners and manage their success
- You will actively network with all business-relevant stakeholders and

### **YOUR EXPERIENCES**

- You have several years of experience in the IT/CE distribution environment (e.g. API, Ingram, TD-Synnex, Littlebit or on the manufacturer side)
- You have a deep understanding of distribution and channel mechanics (sell-in, sell-out, rebate, margin, rotation)
- You have strong analytical skills, enjoy working with numbers and use them to make data-based decisions

departments on the partner side in order to continuously optimise effectiveness and performance

- You will conduct regular business reviews at management level, negotiate annual targets and monitor the development of terms
- In close cooperation with Category Management, Managed Partner Sales Teams, Supply Chain and Marketing, you effectively implement our go-to-market strategy
- You keep an eye on market and competitive developments and translate them into strategic measures for the DACH region
- As a proactive and communicative business driver, you inspire partners and consistently pursue goals
- Very good German and English skills complete your skillset

## **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 in Germany and China. Since its foundation in 1953, CHERRY has stood for innovative and high-quality products that are specially developed for different customer needs.

### **YOUR BENEFITS**

- You will play an active role in a fundamental transformation, working directly with senior leadership
- Your contribution will be crucial to CHERRY's success in one of Europe's most important markets
- Of course, you will also benefit from flexible working hours, the option of mobile working and many other advantages, which we would be happy to discuss with you in an interview

### **DIE RAHMENBEDINGUNGEN**

- **Company:** Cherry E-Commerce GmbH
- **Place of work:** Munich (hybrid)
- **Working hours:** 40 hours per week
- **Line manager:** SVP Global Peripherals

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](mailto:martin.fiedler@cherry.de).

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