



Channel Account Manager

Empower partners. Build success. Grow the future with CHERRY.

YOUR MISSION:

Be the catalyst that powers Cherry Americas' B2B growth. As Channel Account Manager, your mission is to cultivate high-impact relationships with key resellers, OEMs, and partners—delivering not just results, but real value. This role is made for a proactive relationship-builder who thrives on making things happen, shaping strategy on the ground, and turning potential into performance. Ready to lead the charge? Let's grow together.

YOUR RESPONSIBILITIES

- Manage and develop assigned B2B reseller and OEM partner accounts.
- Support broader B2B distribution strategy and execution.
- Train partner sales teams and implement effective incentive programs.
- Maintain and grow a robust sales pipeline and project list.
- Forecast future demand and track sales performance metrics.

YOUR EXPERIENCES

- Minimum 5 years' experience in B2B hardware sales and channel management.
- Experience in developing and implementing successful marketing campaigns that result in stronger sell-through
- Proven track record in the area of B2B Sales.
- Fluent in English (Spanish a plus).
- Proficiency in Salesforce or CRM tools and Microsoft 365.

- Bachelor's degree preferred.

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

- Own your accounts – no overlap, giving you full responsibility and recognition.
- On-the-ground impact – travel and face-to-face partner visits keep the role dynamic and relationship-driven.
- Solution-based sales – focus on creating value, not just closing deals.
- Work in a trusted brand – represent a well-known, high-quality product line in a competitive industry

THE FRAMEWORK CONDITIONS

- **Company:** Cherry AMERICAS
- **Place of work:** Remote / USA
- **Working hours:** 40 h / week
- **Line manager:** Head of B2B Sales

The above is intended to describe the general content of and requirements for the performance of this job. It is not to be construed as an exhaustive statement of duties, responsibilities or physical requirements. Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

CHERRY is an equal opportunity workplace. We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity or Veteran status.

APPLY NOW

DO YOU HAVE ANY QUESTIONS?

We are available for you at [01707875785](tel:01707875785) or by e-mail at peter.goebel@cherry.de.

Cherry SE

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