



Channel Account Manager (B2B)

Win partners, grow revenue, and elevate CHERRY's B2B market position

YOUR MISSION

As Channel Account Manager, you will drive significant revenue growth by achieving—and surpassing—sales targets, expanding CHERRY's partner ecosystem, and accelerating new-business development. In a volatile and highly competitive market environment, you will influence key purchasing decisions across B2B resellers and end customers while strengthening CHERRY's position as a primary supplier of peripherals in the B2B space.

YOUR RESPONSIBILITIES

- Acquire, manage, and grow key B2B reseller partners and OEM accounts to expand CHERRY's footprint across the U.S. market.
- Develop partner sales capabilities and design incentive programs that drive engagement, pipeline growth, and measurable results.
- Strengthen CHERRY's position as a trusted, strategic partner by ensuring consistent visibility and involvement in all relevant customer projects and business opportunities.

YOUR EXPERIENCES

- Strong background in B2B hardware sales and deep knowledge of channel dynamics, with a proven ability to drive partner-led growth.
- Self-driven, hands-on sales professional with a proven track record of consistently achieving quarterly and annual quotas.
- Established network of reseller, and distribution with the ability to quickly activate and expand key relationships.
- Excellent English communication skills (Spanish proficiency is a plus).

- Collaborate closely with cross-functional teams to support partners with the tools, information, and strategies needed to accelerate joint business.

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

- Manage a dedicated set of accounts with full ownership — no overlap or internal competition.
- Build strong, high-impact relationships through regular travel and on-site partner visits, giving you direct access to key decision makers and real opportunities to accelerate business growth.
- Opportunity to challenge the status quo and influence internal processes to better meet partner needs and drive smarter, more efficient ways of working.

FRAMEWORK CONDITIONS

- **Company:** Cherry AMERICAS
- **Place of work:** Remote (US)
- **Working hours:** 40 h / week
- **Line manager:** Executive Director

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

Rosental 7, c/o Mindspace

80331 München

www.cherry.de