



Key Account Manager (m/f/d) - B2B Pan-Europe

Benefit from a strong B2B brand and develop profitable partnerships across Europe!

YOUR MISSION:

You will gain new pan-European partners and expand existing system house partnerships across Europe. By further developing the B2B sales strategy and actively managing tender business, you will succeed in gaining access to important corporate customers in France, the UK and the DACH region in cooperation with European system houses. You will also ensure further growth through B2B project deals outside the focus countries.

YOUR RESPONSIBILITIES

- You are responsible not only for acquiring new partners across Europe, but also for maintaining and expanding existing system house partnerships and ensuring profitable sales growth
- You work closely with value-added distributors to receive the best possible support in achieving your sales targets
- Through your commitment, you will not only ensure visibility and strong partnerships, but also that CHERRY is

YOUR EXPERIENCES

- You have extensive sales experience in system house and B2B partner management and a corresponding network
- You have in-depth knowledge of tenders and how to win them, as well as strong negotiating skills and a confident manner
- Your communication skills include business fluent English and German

considered an important supplier of peripheral devices in tenders

- You will represent CHERRY at trade fairs and events, position the brand in the solutions environment as well as a standalone product, and work closely with local and international distribution fulfilment partners
 - Ongoing KPI management and regular forecasts, as well as active inventory management, support your sales activities and ensure business transparency and management alignment to secure growth and profitability
 - Support with strategic sales issues such as the development of new T&C structures and sound offer calculation, as well as the management of various stakeholders, complete 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 Central Europe – 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 explore new, unconventional paths, 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 a personal interview

DIE RAHMENBEDINGUNGEN

- **Company:** Cherry Embedded Solutions GmbH
- **Place of work:** Remote
- **Working hours:** Full time
- **Salary:** 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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