

## **Business Development Manager (North CA)**

### **Company Information:**

AAEON Electronics, Inc., a global, high-tech Company focusing on embedded, industrial Motherboards, Systems and Computing Platforms, has an immediate opening for a Business Development Manager of NSD.

### **Job Description:**

BDM of NSD: The business Development Manager is to strive to achieve profitable revenue growth and is responsible for the revenue generation and expending AAEON in **Network Security** market place for **Network and Security Division**.

### **Duties/Responsibilities:**

- Responsible for achieving NSD quota
- Generate revenue & expand AAEON's Network and Security market
- Work with PSM/PM and customers for all project requirement
- Work with PSM/PM on all ODM/OEM inquiries as well as response to RFI, RFP, and RFQ
- Present Project Proposals to customers
- Prospect & target local named accounts and ODM/OEM accounts
- Develop new ODM/OEM target accounts and engage with Marketing and Inside Sales to generate and follow up leads
- Responsible for meeting target clients to qualify their interest and present the appropriate AAEON solution
- Understand eco-system in local Network and Security market
- Maintain existing accounts and generate revenue from existing customers

### **Successful Candidate will demonstrate:**

- Firewall system/network appliances sales track for at least five years.
- Have intimate knowledge of current NorCal players.
- Well versed in networking/security technologies and protocols.

If you're interested, send your resume and cover letter to: [nancyz@aaeon.com](mailto:nancyz@aaeon.com)