

AAEON Technology Inc, an ASUS Associated Company, is a leading manufacturer of advanced industrial and embedded computing platforms for Internet of Things. Committed to innovative engineering, **AAEON** provides integrated solutions, hardware and services for premier OEM/ODMs and system integrators worldwide.

AAEON also offers customized end-to-end services from initial product conceptualization and product development on through to volume manufacturing and after-sales service programs.

AAEON is an Associate member of the Intel® Intelligent Systems Alliance.

AAEON has well established, strategically positioned branch offices across the U.S., Europe, Mainland China, Singapore, Japan.

We are now expanding our European organization and we are looking for

Channel Manager – Southern Europe (Including France/Italy/Spain)

Reporting to the Sales Manager, the candidate will be responsible of developing the AAEON Channel Partners network within his/her assigned territory and market. The ideal candidate has at least 5-year experience in sales in B2B industrial electronic market or Consumer Electronic Market, proven sales success. The ideal candidate lives in the Netherlands or in France; most importantly he or she has the right skills required for this job! He or She is motivated, determined & willing to face constant challenges. Honesty, integrity & respect are his/her values.

Duties:

- Develop AAEON indirect business growing existing Channel Partners business
- Find and develop long term relationship with new Channel Partners
- Create a consistent sales strategy in according with Sales Manager strategy
- Achieve constantly his/her sales target
- Define and execute, with the help of AAEON marketing team, marketing campaigns and activities for Channel Partners
- Negotiate contract commercial conditions with Channel Partners and Channel Partners' customers
- Support Channel Partners daily activity
- Produce and track sales forecasting, goals, performance standards & measurement criteria
- Supervise Channel Partners Accounts, Contacts, Opportunities and Activities
- Help all the product divisions to grow business within the assigned territory establishing the right Channel Partners network
- Support marketing team in local event and marketing campaign
- Collect and share with European Product Managers market and product feedback
- Working with Sales Manager to define the most effective Channel Partner strategy in the assigned region
- Visit when necessary Channel Partners and Channel Partners customers

Skills required:

- Good commercial background
- Technical background is a plus
- A bachelor / master degree in Electronic / Computer Engineering is a plus
- Familiar with computing technology
- Knowledge and experience in industrial and embedded computing market is a plus
- Multiple years of proven sales success experience
- Project management experience is plus
- At least 5 years' sales experience in electronic industry
- Familiar with Asian culture is a plus
- Fluent in English & French. Italian would be a plus.

What we offer:

- You are part of a fast and continuously growing organization
- You are challenged to think along about both organizational and personal development
- You work with ambitious colleagues who strive for continuous improvement
- A real international job in a multicultural environment
- We offer a good package – check with us!