



AAEON Technology Inc, an ASUS Associated Company, is a leading manufacturer of advanced industrial and embedded computing platforms. Committed to innovative engineering, **AAEON** provides integrated solutions, hardware and services for premier OEM/ODMs and system integrators worldwide in IOT and Industrial IOT with focus on Artificial Intelligence on the edge. **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® Internet Of Thing Alliance.

Headquartered in Taiwan, **AAEON** has a global presence with strategically positioned branch offices in Europe, Asia and USA.

Channel Manager – Central Europe

For our European organization we are looking for a Channel Manager for the Central European market. The candidate is responsible for generating new revenue from the sale of the companies' products and services through channel partners; distribution channels, system integrators and resellers. Additionally, the Channel Manager will manage a growing portfolio of channel partners with the goal of accelerating the number of qualified opportunities brought to the customer by each distribution channel, using a combination of product awareness campaigns and training programs. This person is held accountable for the sales performance of assigned channel partners and is measured against an assigned revenue quota.

Key responsibilities:

- Overall ownership of channel sales by strategically developing the existing Channel Partners and overseeing all Channel Partner accounts, contacts, opportunities and activities.
- Prospecting and acquiring new Channel Partners in the assigned region
- Promote an outstanding customer experience that sets us apart from our competitors
- Managing and development of the Channel and ensure adherence to metrics / KPI's for a high-volume sales channel, by monitoring and executing sales plan on a quarterly basis
- Ensure full alignment of the Channel Partner strategy with the Sales Director CEE.
- Coach, train and develop Channel partners to secure mutual success and profitable customer growth and increase the opportunity flow.
- Regular communication among which frequent customer onsite visits to Channel Partners and to Channel Partner customers (average 4 per week)
- Supported by AAEON Europe marketing, define and execute marketing campaigns and activities for Channel Partners and support marketing in local events as needed
- Preparing sales budgeting and accurate forecasting, goals, performance standards and measurement criteria
- Continuously share gathered product feedback and market data from Channel Partners with AAEON Europe Product Management.
- All relevant activities management may require

Candidate profile:

- 4+ years experience in channel management, sales or account management within the embedded computing or industrial automation field
- Proven track record of meeting and exceeding objectives
- History of sales success in high volume, fast-paced environments requiring teamwork, flexibility and change management
- Outstanding organizational, project management, communication, and presentation skills
- Ability to independently organize, prioritize, make decisions and work efficiently under time pressure since the job is home-office based.



- A desire and ability to work with new technologies and challenging demands
- Fluent in German and English
- Strong PC skills, including expertise in Microsoft Word, Excel, PowerPoint and CRM tools
- Technical certifications and sales certifications are a plus.
- A bachelor or master's degree in Electronic or Computer Engineering is preferred.

We offer:

- A real international job in a multicultural and dynamic environment
- A market competitive salary with performance –related bonuses and benefit package
 - Including lease car, laptop, phone.
- Annual welfare budget for physical and mental fitness
- AAEON Kick off with the European team every six months

We will only consider direct applicants; acquisition is NOT appreciated!

If you are interested, submit your resume and cover letter to:

Aaeon Technology Europe B.V.
HR@aaeon.eu