

Embedded Boards



Cloud Computing



## Channel Sales Manager

AAEON Europe | Innovative AI Edge Computing Provider Germany (Remote)

### Channel Manager – Central Europe

For our European organization we are looking for a Channel Manager for the Central European market. As Channel Manager you are responsible for generating new revenue from the sale of the companies' products and services through channel partners, distribution channels, system integrators and resellers.

Additionally, you 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.

#### 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 and onsite visits with channel partners and customers (average 4 times 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

**Our ideal candidate brings with the following skills and experiences:**

- 4+ years' experience in channel management, sales or account management within the embedded computing or industrial automation field
- A bachelor or master's degree in Electronic or Computer Engineering is preferred
- Technical certifications and sales certifications are a plus
- 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, since the job is home-office based
- A desire and ability to work with new technologies and challenging demands
- Strong PC skills, including expertise in Microsoft Word, Excel, PowerPoint and CRM tools
- Fluent in German and English

**What we offer:**

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

We are looking forward to your application. In case of any questions, please don't hesitate to contact us.