

Embedded Boards



Cloud Computing



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.

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

We are currently looking for an Inside Sales Representative with growth potential

Inside Sales Representative

The Inside Sales Representative generates revenue by obtaining orders through online webshop Sales acquisition activities and developing accounts. He/she understands and can interpret technical requirements by providing relevant and up to date product information to UP/AAEON customers.

Responsibilities include but are not limited to:

- Manages the UP and AAEON online shop full order cycle
- Manages UP and AAEON online webshop products/pricing/promotion and optimizing the online shop with marketing team and platform programmer.
- Manages UP and AAEON online reseller/distributors
- Explore existing online shop customers identifying new opportunities for UP and AAEON
- Identify and follow up potential customers from online inquiries
- Develops accounts by checking customer's buying history; suggesting related and new items; explaining technical features.
- Continuously updates job knowledge by studying new product descriptions; participating in educational opportunities.
- Route qualified opportunities to the appropriate sales people for development and closure of Sales activities
- Source new sales opportunities via inbound lead follow-up, outbound cold calls and emails to build a solid sales pipeline
- Tracks and registers all the opportunities in Salesforce.com (CRM)
- Responsible for outbound calling with international customers
- Organizes, manages and ensures the smooth running of online sales activities for the AAEON and UP online shop
- Proactively works with Key Account Managers and Sales Managers
- Collaborates with the marketing team in sales and marketing related tasks
- Provides administrative and commercial support to the various Sales Managers within Europe
- Responsible for the correspondence with the online and assigned customers
- Work seamlessly with the online community team to enrich FAQ & documentation.
- Other relevant tasks management may require

Requirements:

This position is ideal for an eager individual who likes to be challenged continuously with a desire to have a business impact and further develop their commercial skills.

- A minimum of 2 years of relevant working experience with strong interest in IT
- Relevant commercial education / degree (working and thinking level)
- Hunting/cold calling experience
- Strong verbal and oral communication skills
- Fluency in English
- Demonstrable commercial experience
- Self-starter able to work well under pressure
- Ability to balance competing priorities
- Passionate for delivering measurable results within the agreed deadlines
- Customer centric can-do attitude
- Attention to detail and solution seeker
- Quick learner

We offer:

- A dynamic multicultural working environment
- Personal and Professional development opportunities
- Great team spirit!
- An excellent opportunity to expand AAEON's footprint.
- Competitive compensation package

We will only consider direct applicants, acquisition is NOT appreciated!
If you're interested, submit your resume and cover letter to:
Aaeon Technology Europe B.V.
HR@aaeon.eu

