

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® Internet Of Things Alliance.

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

AAEON TECHNOLOGY EUROPE is now expanding the organization and we are looking for

Senior Key Account Manager – Spain & Portugal

Reporting to the Southern Europe Sales Manager, the candidate will be responsible for Spain & Portugal territory. He/she will be responsible for all the revenue within the assigned territory, the definition and execution of the strategy in accordance with company vision and mission. The ideal candidate lives in Madrid or Barcelona, he/she has 5+ year experience in sales in B2B industrial electronic market, proven success, experience in team building and management. He/She is a natural born communicator, ambitious, motivated, determined and willing to face constant challenges. Honesty, integrity & respect are his/her values.

Duties:

- Develop AAEON direct Business growing existing Key Accounts
- Find and develop long term relationship with new OEM/ODM Key Accounts
- Create a consistent sales strategy
- Achieve constantly assigned sales target
- Work out technical requirements and scope of development projects with ODM customers
- Define and prepare, with the help of AAEON support team, OEM/ODM Project Proposal
- Negotiate contract commercial conditions
- Produce and track sales forecasting, goals, performance standards & measurement criteria
- Supervise Accounts, Contacts, Opportunities and Activities
- Help all the product divisions to grow business within the assigned territory
- Support marketing team in local event and marketing campaign
- Collect and share with European Product Sales Managers market and product feedback
- Cooperate with local distributors to maximize Company's benefits

Skills required:

- Strong Sales & Technical background
- A bachelor degree in Electronic / Computer Engineering is preferable
- Familiar with computing technology
- Understanding of hardware design process

- Knowledge and experience in industrial, embedded computing and Internet Of Things markets
- Multiple years of proven sales success experience
- Experience in team building and management
- Project management experience is plus
- 5+ years working experience in electronic industry
- Fluent English and Spanish, Portuguese is plus
- Familiar with Asian culture

Why join AAEON?

- 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 multicultural environment
- You can be the next Sales Manager for Spain and Portugal
- We offer a good package – check with us!

We will only consider direct applicants; acquisition is NOT appreciated!
If you're interested, send your resume and cover letter to: jobs@aaeon.eu

