

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.

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 and Singapore.

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

### **Senior Key Account Manager - Spain**

Reporting to European MD, 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 has 5+ year experience in sales in B2B industrial electronic market, proven success, experience in team building and management. He/She is 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 his/her sales target
- Define and prepare, with the help of AAEON support team, OEM/ODM Project Proposal
- Negotiate contract commercial conditions
- Work out technical requirements and scope of development projects with ODM customers
- 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 Managers market and product feedback
- Cooperate with local distributors to maximize Company's benefits

**Skills required:**

- Strong Sales & Technical background
- A bachelor / master degree in Electronic / Computer Engineering is preferable
- Familiar with computing technology
- Understanding of hardware design process
- Knowledge and experience in industrial and embedded computing market
- 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
- 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 real international job in a multicultural environment
- 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:

Aaeon Technology Euroep B.V.

HR@aaeon.eu