

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

Key Account Manager – DACH

Reporting to the Central Europe Sales Director, the candidate will be responsible for a group or segment of key accounts in Central Europe 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 Germany, he/she has 5+ year experience in sales in B2B industrial electronic market & proven success. 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 master or 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
- High ability to work in a team
- Self-driven
- Project management experience is plus
- 5+ years working experience in electronic industry
- Native German and Fluent English
- Familiar with Asian culture is a plus

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
- You work in a multicultural environment
- Opportunity for career development
- 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: HR@aaeon.eu

