

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 currently looking for a

Key Account Manager – Central Europe

Reporting to the Sales Director CE, the Key Account Manager CE is an eager experienced solution selling deal closer. He/she is responsible for developing strategic account plans for assigned Key Accounts and for achieving them in a highly competitive market.

Main responsibilities include but are not limited to:

- Acquiring new business and expand AAEON's business with existing customers by meeting and exceeding assigned sales quota's
- Create strategic plans to acquire and develop new accounts and expand existing accounts
- Develop strategic account plans for all key accounts and achieving them in the highly competitive market.
- Establish a strategic partnership with customers on different levels within their organization, while understanding their business needs and presenting solutions to address them
- Ensure frequent customer onsite visits to Key Accounts (min 4 per week)
- Understand the customer business, product and solution requirements and industry challenges
- Ensure full alignment of the Sales strategy with Sales Director CEE and Channel Sales CE to achieve regional quota.
- Represent AAEON to the customer and the customer to AAEON in all sales-related matters to ensure mutual success
- Sales budgeting and accurate forecasting, goals, performance standards & measurement criteria
- Work collaboratively with all internal stakeholders and define and prepare OEM/ODM project proposals
- Continuously share gathered product feedback and market data from Channel Partners with AEU Product Management.
- All relevant activities management may require

Skills required:

- Proven track record of 5-7 years' experience selling complex IT solutions to large organizations and multiple decision makers
- Experience in Channel Partner Relation Management is considered advantageous
- A bachelor / master's degree in Electronic / Computer Engineering / Industrial Engineering and management is preferable
- Excellent communication and technical skills to develop relationships at engineering, commercial, and executive levels throughout organizations up to C-Level management

- Strategic mindset with a successful record of developing account strategies that have expanded business
- Solid hunting DNA
- Strong negotiation and influencing skills
- Proactive, direct approach toward offerings, markets, and customer business challenges
- Focused on building solid and trusted relationships with customers
- Multi-lingual, excellent English skills required, native or comparable German
- Knowledge and experience in industrial and embedded computing market
- Familiar with Asian culture is considered a plus

What we offer :

- A real international job in a multicultural environment
- A market competitive salary including an incentive bonus
- Company car
- Education budget and up to 5 study days
- 30 holiday days
- Annual wellbeing budget for physical and mental fitness
- AAeON Kick off with the European team every six months
- iPhone and laptop

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