

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.

Currently we are looking for a

### **Key Account Manager – East Europe**

In the role of Key Account Manager, you are responsible for proactively developing new and existing Key Accounts in East Europe (Poland, Czech, Hungary, Slovakia). You enhance AAEON's value proposition and achieve sales and customer goals. You accomplish this by your excellent communication and collaborations with our key stakeholders and bringing in high level market and product knowledge, insights, relationships, and strategies. Your tasks and responsibilities include:

- Establishing a strategic partnership with customers on different levels within their organization, while understanding their business needs, product and solution requirements and industry challenges and presenting solutions to them
- Ensure frequent customer onsite visits to Key Accounts (min 4 per week)
- Ensure full alignment of the Sales strategy with Sales Director and Channel Sales to achieve regional quota
- Representing AAEON to the customer and the customer to AAEON in all sales-related matters to ensure mutual success
- Defining and preparing OEM/ODM project proposals
- Continuously share gathered product feedback and market data from Channel Partners in cooperation with AEU Product Management.
- All relevant activities management may require
- You report to the European Sales Director

## **Requirements:**

Our ideal candidate has at least 5 years' experience in sales within the B2B industrial electronic market. You are ambitious, motivated, determined, and willing to face challenges. Honesty, integrity & respect are your core values. Furthermore, you have the following skills and experiences:

- A bachelor / master's degree in Electronic / Computer Engineering / Industrial Engineering and management is preferred
- 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
- Excellent English skills required
- Knowledge and experience in industrial and embedded computing market

## **What we offer :**

Our global presence provides opportunity for all employees to collaborate internationally, offering visibility and opportunity to directly contribute to the companies' success. We realize that our strength and competitive advantage lie with our people. We support our employees in several ways to foster a healthy working environment, meaningful work, diversity and inclusion, mobility, networking, and work-life balance. Our competitive compensation and benefit programs reflect AAEON's high regard for our employees, this includes:

- A company car
- Education budget and up to 5 study days
- 30 holiday days
- Annual wellbeing budget for physical and mental fitness
- iPhone and laptop
- AAEON Kick off with the European team every six months

**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**