

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® Intelligent Systems Alliance.

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

UP, a brand of AAEON Technology Europe, focuses on IoT, robotics, drones, machine vision and retail. Since its debut on KickStarter in 2015, UP established a new business model through online shop and community support, speeding up the customer development cycle. UP has been adopted by many companies in the world, as a development platform and mass production solution.

We are looking for a pro-active Online Sales Specialist, who has a creative mindset and is looking for an exciting opportunity to come and join us in our Eindhoven office!

Fantastic opportunity for an Online Sales Specialist

Who are we looking for?

We are looking for a talented Online Sales Specialist to come and join our vibrant and growing team in Eindhoven. We are fun, professional, sociable team focused on achieving our goals and revenue growth and company objectives. It is a unique moment for you to join us! You will find yourself in a dynamic online business environment and engage with customers in worldwide markets. We expect you to be energetic, driven and passionate. You thrive in a fast growing, innovative industrial computer sales environment. You are independent and pro-active and a true contributor, who is not afraid to make cold calls!

How does your day look like at work?

- Manage the UP and AAEON online shop
- Explore existing online shop customers identifying new opportunities for UP and AAEON
- Identify and follow up potential customers from online inquiries
- Expand the relationship with international customers
- Route qualified opportunities to the appropriate sales people for development and closure of sales activities
- Source new sales opportunities via inbound lead follow-up, outbound cold calls and emails to build a solid sales pipeline
- Track and register all the opportunities in Salesforce.com (CRM)
- Responsible for outbound calling with international customers
- Organize, manage and ensure the smooth running of online sales activities for our AAEON and UP online shop
- Proactively work with our Account Managers and Sales Managers
- Collaborate with the marketing team in sales and marketing related tasks
- Provide administrative and commercial support to the various sales managers within the department
- Responsible for the correspondence with the online and assigned customers
- Work seamlessly with the online community team to enrich FAQ & documentation

The ideal candidate must have the following skills:

- Good communicator
- Outgoing
- Commercial awareness
- Strong telephone presence
- Keen on outbound unsolicited calls and email prospecting
- Strong listening skills
- Creative, thinking outside of the box
- Keen on learning online sales business
- 1+ years' experience in an inside sales environment with a real hunger and desire to succeed within IT sales
- Fluent in English and at least one additional European language
- German is a plus
- Strong planning & organization skills with the ability to manage customer expectations
- Good problem solver
- Focused on target achievement

What we offer:

- 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
- Market-conform salary with on target monthly bonus
- iPhone X with international call & mobile data package
- Fitness subsidy
- Learning subsidy
- Other benefits