

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 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.

AAEON Technology Europe over last three years doubled the revenue and the personnel becoming the most innovative company in the Internet of Things and Artificial Intelligence On The Edge.

We are constantly expanding our European organization looking for new talents to join us and for our office in Eindhoven / home office (Netherlands/Belgium/Germany) we are looking for

Product Sales Manager for Embedded & Industrial Computing Boards

The candidate will be responsible for Embedded & Industrial Computing Boards, supporting sales, channel partners and key accounts across Europe. Ideal candidate has at least 5 years experiences in Product Management field in Industrial PC or Embedded Computing Market. He/She has proven system level product expertise, pro-active, customer oriented, patient, capable working in a multi-cultural environment.

Duties:

- Responsible of business development for Embedded and Industrial Computing Boards, the most important product groups of AAEON
- 50% of the time must be on field, supporting Sales in customer visit, channel partners' visits and tradeshows.
- Good technical background to enforce capabilities on product support (new design, projects, etc...) and better understanding customer needs.
- Project Management of TOP 10 Projects which involves Embedded and Industrial Computing Boards.
- Responsible of product marketing of AAEON Industrial Community and AAEON Shop
- First interface to channel partners for product information and special requirements.
- Product promotion including channel presentation/internal training, market analysis and product positioning.
- Pricing Support, Price list definition, Market Price analysis (target price vs market price, competitor price, etc...)
- Identify new product features/specifications based on customers and market needs and co-work with SBU's.
- Identify potential opportunities (application, customers) in the market.
- Constant sharing (monthly based) of projects/design won to internal teams.
- Coordinate the activity of Headquarters, FAE, AE and QE team to help solves any quality related issues
- Support marketing team, prepare the product campaign and promotion, create success story and reference, support AAEON online marketing campaigns

Requirements:

- Bachelor / master degree in Electronic / Electrical / Computer Engineering
- 5 years experiences in Product and Project Management or business development, experience in strategic account management is a plus.
- Experienced in the development process of Embedded & Industrial Computing boards is a plus.
- Knowledge in the IPC market, strong customer relationship focus, proven track record in leading or supporting business development initiatives is a plus.
- Experience in computing technology, x86, RISC Technologies.
- Experience in embedded software is a plus.
- Ability to conduct effective presentations to all levels within Sales team, Channel Partner and Key Accounts.
- Can work effectively under pressure and without supervisions
- Strong communication skills in all forms
- Results driven
- Passionate in technology
- Entrepreneur
- Able to Work independently, manage effectively the changing and challenging demands and priorities.
- Fluent in English and in second European language
- Familiar with Asian culture is a plus

What we offer :

- Join a vibrant and fast growing company leading the Internet of Things and Artificial Intelligence market
- A real international job in a multicultural environment surrounded by colleagues from more than 15 countries
- The change to be one of the pillar of the European technical support team
- Career development either vertical or horizontal
- A good package including Car, PC, Phone, Pension, Insurance etc.

We will only consider direct applicants, acquisition is NOT appreciated!
If you're interested, send your resume and cover letter to:
Aaeon Technology Europe B.V.
HR@aaeon.eu