

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 in IOT and Industrial IOT with focus on Artificial Intelligence on the edge.

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 Thing Alliance.

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

We are currently looking for a passionate and result oriented **Product Sales Manager SPD**

The Product Sales Manager will be responsible for maximizing the business value of AAEON's panel display level products product portfolio (Embedded Controllers/Embedded Box PC and HMI/Panel PC) by creating buy-in for the product roadmap both internally with the European Sales teams and with key external partners amongst Key Accounts and Channel Partners. He/she has deep understanding of user/customer experience and is able to identify and fill product gaps and is able to generate innovative ideas that will drive growth.

Responsibilities include but are not limited to:

- Growing AAEON's main board level products and co-work in the development of new solution oriented to Industrial IoT & AI, based on the products belonging to represented lines
- Be the product evangelist and a true AAEON ambassador to educate build awareness and understanding both internally and externally
- Willingness and ability to travel and represent AAEON by supporting Sales with Key Accounts and Channel Partners and at Tradeshows throughout Europe for a minimum of 50%
- Identify new product features/specifications based on customers and market needs and co-work with the Sales teams to identify potential opportunities in the market
- Project Management of Top 10 Projects which include board level products, also in collaboration with local technical project managers (TPM) if present.
- Evaluate and implement the elements of the Seven P Formula of Marketing including pricing support and price list definition, market analysis based on AAEON's vision and strategy.
- Product marketing and members development of AAEON Industrial Community and AAEON Shop
- First point of contact to channel partners for product information and special requirements.
- Constant sharing (monthly based) of projects/design won to internal teams.
- Take ownership and Coordinate the activities of counterparts at HQ, FAE, AE and QE team to help solve any quality related issues
- Support the marketing team, prepare the product campaigns and promotion, create success story and reference, support AAEON online marketing campaigns as needed, including tradeshows
- All other activities management may require.

Requirements:

This position is ideal for a pro-active, customer-oriented and business-oriented Product Evangelist with a can-do entrepreneurial attitude and a proven track record of managing all aspects of successful

product lifecycle, who wants to be part of a dynamic team and is able and willing to tackle the constant challenges and priorities.

- At least 5 years' experience in Product and Project Management or business development in Industrial Automation PC or Embedded Computing Market.
- Good technical background to enforce capabilities on product support (new design, projects, etc...) and better understand customer needs.
- Bachelor / Master's degree in Electronic / Electrical / Computer Engineering
- Knowledge in the IPC market, strong customer relationship focus, proven track record in leading or supporting business development initiatives is a plus.
- Experienced in the development process of Embedded & Industrial Computing boards, computing technology, x86, RISC Technologies, embedded software is highly desirable.
- Experience in computing technology, x86, RISC Technologies.
- Good written and oral communication, presentation and influencing skills
- Project management experience is plus
- Proven ability to develop product and marketing strategy and effectively communicate recommendations to HQ and management.
- Ability to lead without authority and work effectively with cross functional, multi-cultural teams
- Ability to apply counterfactual thinking and take full ownership and responsibility with a high degree of integrity
- Ability to work independently and effectively manage the changing and challenging demands and priorities
- Ability and willingness to travel throughout Europe and internationally as required (indication at least 50%)
- Fluency in English and second European language is required
- Familiar with Asian working culture

We offer:

- A dynamic multicultural working environment
- Personal and Professional development opportunities
- Great team spirit!
- An excellent opportunity to expand AAEON's footprint throughout the Nordics.
- Competitive compensation package

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