

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.

We are expanding our European organization and for our office in The Netherlands (Son) we are looking for

#### **Product Manager for Embedded Controllers/Embedded Box PC and HMI/Panel PC**

The candidate will be responsible for Embedded Controller / Embedded Box PC and HMI/Panel PC system product lines, supporting sales, channel partners and key accounts across Europe. He/She will be in charge of develop a focused channel partner network dedicated to industrial automation in the scope of AAEON products. Ideal candidate has at least 5 years' experiences in Product Management field in Industrial Automation PC or Embedded Market. He/She has proven system level product expertise, pro-active, customer oriented, patient, capable working in a multi-cultural environment.

#### **Duties:**

- 50% of the time must be on field, supporting Sales in customer visit, channel partners' visits and tradeshow.
- Good technical background to enforce capabilities on product support (new design, projects, etc...)
- and better understanding customer needs.
- Project management on standard product projects.
- Responsible of Automation Channel Partners development
- First interface to channel partners for product information and special requirements.
- Product promotion including channel presentation/internal training, market analysis and product positioning, support to local marketing for promotional campaign.
- Pricing Support (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 to improve existing product lines or create new vertical versions.
- Identify potential opportunities (application, customers) in the market.
- Constant sharing (monthly based) of projects/design won to internal teams.
- Collaborate with 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.

#### **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 PC based embedded control system and HMI/Panel PC system level Products computing.

- Knowledge in the IPC and Automation market, strong customer relationship focus, proven track record in leading or supporting business development initiatives.
- Knowledge about industrial automation fieldbus and typical applications
- Experience in computing technology, x86 and ARM Technologies.
- 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.
- Able to Work independently, manage effectively the changing and challenging demands and priorities.
- Fluent in English, oral and writing communications.
- Familiar with Asian culture is a plus

**What we offer :**

- A real international job in a multicultural environment
- 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](mailto:HR@aaeon.eu)**