

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 P-Trade**.

The Product Sales Manager will be responsible for maximizing the business value of AAEON's Value-Add Key part modules and Buy & Sell business. You promote products internally to the European Sales teams and in cooperation with external partners amongst Key Accounts and Channel Partners. You have deep understanding of user/customer experience, you can identify, and fill product gaps and you are able to generate innovative ideas that will drive growth.

Your responsibilities are:

- Promote and sell Value-Add Key part modules with AAEON sales team and external partners amongst Key Accounts and Channel Partners.
- Sourcing new Value-Add Key part modules to enhance AAEON product portfolio.
- Manage and grow Local Buy & Sell Business.
- Be the product evangelist and a true AAEON ambassador to educate build awareness and understanding both internally and externally
- Travelling and represent AAEON by supporting Sales with Key Accounts and Channel Partners and at Tradeshows throughout Europe
- 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
- 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.
- 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 Specialist with a can-do entrepreneurial attitude and a proven track record of managing all aspects of successful product lifecycle. You want to be part of a dynamic team and you are able and willing to tackle constant challenges and priorities. Furthermore, you have the following skills and experiences:

- At least 5 years' experience in Product Management or Sales or business development in Industrial and Embedded Computing Market.
- Proven ability to develop product and marketing strategy and effectively communicate recommendations to HQ and management.
- Good technical background to enforce capabilities on product support (new design, projects, etc.) and better understand customer needs is a plus
- Bachelor / Master's degree in Electronic / Electrical / Computer Engineering 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 is a plus
- Good written and oral communication, presentation and influencing skills
- 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 is required

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.

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



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