

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 RMD & IoT**

The Product Sales Manager will be responsible for maximizing the business value of AAEON's Rugged Mobile Devices product and Industrial IoT Gateway Solutions 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 System level products and co-work in the development of new solution oriented to Tablets, Panel PC and Industrial IoT, 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 system 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
- Familiar with Asian working culture

**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 a number of 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. Part of your package will be:

- Education budget and up to 5 study days
- 30 holiday days
- Annual wellbeing budget for physical and mental fitness
- iPhone and laptop
- AAEON Kick off with the European team every six months

**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)**