



**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.

### **Senior Key Account Manager – Italy**

For our European organization we are looking for a stand-alone Senior Key Account Manager. The candidate will be responsible of developing the sales within his assigned territory and market. The ideal candidate has at least 5 year experience in sales in B2B industrial electronic market, proven sales success. He/she is motivated, aggressive, determined and willing to face constant challenges.

#### **Key responsibilities:**

- Develop AAEON direct Business growing existing Key Accounts within the assigned territory
- Find and develop long term relationship with new OEM/ODM Key Accounts
- Define and implement a consistent and successful sales strategy
- Constantly achieves his/her sales target
- Define and prepare, with the help of AAEON support team, OEM/ODM Project Proposals
- Negotiates on commercial contract terms and conditions
- Work out technical requirements and scope of development projects with OEM/ODM customers
- Produce and track sales forecasting, goals, performance standards & measurement criteria
- Supervise accounts, contacts, opportunities and activities
- Help all the product divisions to grow business within the assigned territory
- Support marketing team in local event and marketing campaign
- Collect and share with European Product Managers market and product feedback
- Cooperate with local distributors to maximize Company's benefits
- Any other tasks requested by the employer

#### **Candidate profile:**

- A bachelor or master's degree in Electronic / Computer Engineering is preferable
- Strong technical background and familiar with computing technology
- Understanding of hardware design process
- Knowledge and experience in industrial and embedded computing market
- At least 5 years sales experience in electronic industry
- Multiple years of proven sales success experience
- Well-organized with ability to prioritize and work independently
- Project management experience is plus
- Familiar with Asian culture
- Fluent in Italian and English
- Knowledge of French and/or Spanish are considered a plus

#### **We offer:**

- A real international job in a multicultural and dynamic environment



- A market competitive salary with performance –related bonuses and benefit package
  - Including lease car, laptop, phone, pension.
- Annual welfare budget for physical and mental fitness
- AAEON Kick off with the European team every six months

We will only consider direct applicants, acquisition is NOT appreciated!

If you're interested, submit your resume and cover letter to:

Aaeon Technology Europe B.V.  
HR@aaeon.eu