

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 Senior Key Account Manager with growth potential

### **Senior Key Account Manager Nordics**

Based out of Sweden (Stockholm / Gothenburg area) and reporting to the European Managing Director, the Sr. Key Account manager is responsible for growing AAEON's market share by managing all sales/account management activities for the Nordic countries. He/she is responsible for defining and driving sales strategies in accordance with the company vision and mission, providing matrix leadership as needed and ensuring meeting and exceeding revenue and business goals.

#### **Responsibilities include but are not limited to:**

- Development of new and existing ODM/OEM Key Accounts by defining, aligning and executing a consistent sales account strategy.
- Own all sales/ account management responsibilities of AAEON's product portfolio including resolving any issues
- Support the Nordic Channel Manager to further develop and execute the distribution strategy in agreement with company strategy
- Further develop local strategic partnership with eco-system partners
- Work with the European marketing team to create and execute a consistent marketing strategy in the Nordics
- Work out technical requirements and scope of development projects with ODM customers
- Maintain and accurately track sales forecasting, goals, performance standards & measurement criteria by managing accounts, contacts, opportunities and activities
- Ensure that all product divisions increase the business
- Extensive travel based on the business need
- All other relevant activities management may require

#### **Requirements:**

This position is ideal for an experienced, ambitious and eager Trusted Advisor with a can-do entrepreneurial attitude and a proven track record, who wants to be part of a dynamic team and is able and willing to tackle the constant challenges.

- A minimum of 5 years' Sales experience in B2B industrial market with a demonstrable successful track record.
- Strong technical background with 10 years working experience in electronic/IT industry
- A degree in Electronics / Computer Engineering / MSC is preferable
- Familiar with computing technology and understanding of hardware design process
- Knowledge and experience in industrial and embedded computing market
- Project management experience is plus
- Proficient in Swedish (mother tongue level), Fluent in English, one additional Nordic language is highly preferred.
- Excellent communication and problem-solving skills
- Ability to apply counterfactual thinking
- Ability to take full ownership and responsibility with a high degree of integrity
- Ability and willingness to travel throughout the Nordics and internationally as 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, submit your resume and cover letter to:  
Aaeon Technology Europe B.V.  
HR@aaeon.eu

