



**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.

Headquartered in Taiwan, **AAEON** has a global presence with strategically positioned branch offices in Europe, Asia and USA.

### **e- Commerce Sales Manager**

As the e-Commerce Sales Manager you are responsible for creating the strategic plans to develop and expand our UP brand [website](#). Our ambition is to become the #1 embedded developer solution website. You will have the overall ownership of channel and reseller sales by strategically developing the existing customers and project, and overseeing all existing partner accounts, contacts, opportunities, and activities.

#### **Other responsibilities & Duties:**

- Prospecting and acquiring new channel and vertical focused resellers to expand UP business
- Develop strategic vertical focused group users and projects
- Collaborating with internal teams to promote and sell new products and technologies
- Sales budgeting and accurate forecasting, goals, performance standards & measurement criteria
- Continuously share gathered product feedback and market data from e-commerce business with internal product team.
- All relevant activities management may require

#### **Requirements:**

- 5+ years' experience with ecommerce Sales is preferred
- Experience in e-commerce platform/solution operations, both in Brand.com & e-retailer will be highly preferred
- Experience in performance marketing and analytics, or e-commerce specific measurement solutions
- Excellent in presentation skill, report production, data analytics
- Strong interpersonal skill
- Fluent in English

#### **What we offer:**

When you join our organization, you have the change to work in a real international job and a multicultural environment. We offer you a market competitive salary including an incentive bonus. You will have 30 annual holiday days, education budget, annual wellbeing budget for physical and mental fitness and an iPhone and laptop. You will have chances to make business trips to suppliers in Asia area after you join the company for 2 years.



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

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

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