

At AAEON Technology Europe BV we are very internationally oriented and look beyond the national borders. At our European Headquarters at Science Park Eindhoven, colleagues with more than 9 different nationalities and counting work together. In addition, there are various sales offices in Germany, Sweden, England, France, Italy, Spain and Poland. Our diverse staff ensure a creative and innovative team. The atmosphere within the organization is informal and almost familial. Every day starts with a delicious cup of coffee, cappuccino, latte macchiato or tea, followed by, if desired, a piece of fresh fruit and / or a healthy snack. There is also no shortage of sweets for sugar lovers. In addition, we regularly cook and eat together in the large open kitchen. We are connected by our shared values and food!

## E-Commerce Sales Specialist

As an E-Commerce Sales Specialist you connect AAEON and the e-commerce customers that are located both inside and outside of Europe. You maintain customer contact with well-known companies such as Intel, Google Amazon and with lesser-known start-ups. The changes within our industry follow each other at lightning speed and you ensure that our products are good for the online customers and that you can solve any problems satisfactorily. In this commercial function you also take the initiative as an e-commerce entrepreneur within the 'Internet of Things' and 'Artificial Intelligence' work field to present your customers with the right solution.

You report to the Online Sales Director and receive the necessary coaching and mentoring to bring out the best (account manager in the making) in you. In this role you are exposed to the world of IoT and AI and take part in events and various workshops to continually improve and improve your effectiveness.

- You can think commercially and solution-oriented with existing customers;
- You deal with the processing, monitoring and follow-up of orders and quotations from the UP (<https://up-shop.org/>) and AAEON (<https://www.aaeon-shop.com>) web shops;
- You can spot new business opportunities are able to change them into new customers and / or leads;
- You support to the Online Sales Director as needed
- You are enthusiastic and communicate timely and correctly with your customers both by telephone and by e-mail.
- You can translate the customer's needs into our solutions/product offering and generate revenue for the organization.

### Profile

- Curious, eager to learn and enthusiastic with passion for commerce and e-commerce;
- Bachelor work and thinking level with a relevant education (commerce / IT).
- Relevant work experience in a similar role E-Commerce role
- Excellent oral and written command of the English language (Dutch is not a must!)
- Pro-active, solution-oriented and customer-oriented and capable of maintaining productive relationships both internally and externally
- Stress-resistant multitasker with excellent time management and planning skills.
- Decisive, energetic and result-oriented
- Available 40 hours per week (no 9-5 mentality) and willing to travel as needed

### We offer:

- A market competitive salary including sales bonus of 25%
- Premium-free pension scheme
- Fresh fruit, coffee, tea, cappuccino, latte macchiato, healthy and sweet snacks
- Education budget and 5 study days
- 30 holiday days
- Annual wellbeing budget for physical and mental fitness
- AAEON Kick off with the European team every six months
- iPhone and laptop