

# ADVANTECH

*Enabling an Intelligent Planet*

**For our organization we are looking for a:**

## **Key Account Manager Digital Signage, Hospitality & Home Automation**

### **Job description:**

You are responsible to develop the sales in the iServices sector in a business to business sales environment. The focus, while managing existing accounts, will be creating new business at potential key accounts and increasing the brand name recognition of Advantech in the responsible area.

### **Education and experience:**

- Technical College degree for embedded or technical university degree in Electrical engineering. Or Solid technical commercial knowledge of the Digital Signage, A/V market or Hospitality as priority, or Industrial Automation, Home Automation & Embedded market
- 4-8 years of experience in sales/ channel management in Hospitality/ Digital Signage market or Professional Audio Video market
- Experience of building successful long term working relationships
- Experience of presenting and negotiating in business and professional opportunities
- 3-5 years of experience in project business development in Industrial Market
- This position requires a good understanding of PC (x86) Technology, A/V technology and standards
- Fluent in English and German

### **Tasks:**

- Develop TIER 1 Key Accounts in Digital Signage Market, Hospitality & Home Automation for standard Advantech products as well as customized solutions
- Develop 3 years business plan for each TIER 1 Key Account
- Develop new Distribution Partners in Digital Signage , Hospitality & Home Automation markets
- Work closely with Business Development Manager on defined Target Accounts
- Work closely with Product Division ( PSM ) to implement the market requirements in the standard product line
- Visit customers and analyze sales potential
- Generate and follow up leads
- Provide high quality Partner strategy, including annual business plan with monthly reviews
- Make quotations, negotiate prices and contracts according to company policies and close the deal
- Participate in tradeshow, seminars, customers events and presentations
- Co-work with vertical marketing team for local campaigns

- Build long term relationships with customer
- Maintain CRM Database
- Attend business review meetings, share competitor information and market trends

**Personal skills:**

- Customer focused
- Result oriented
- Business oriented
- Initiative
- Stress resistant
- Independent
- Good team spirit
- Reliable
- Excellent written and verbal communication skills
- Willingness to travel occasionally (mainly Central and Northern Europe)

**Our offer:**

- An independent and challenging function in an international company
- Market conform salary; fixed and variable salary, including company car
- Excellent employment conditions and benefits
- Informal and dynamic work environment
- Personal development
- Office location: Munich, Dusseldorf, Breda/Roosendaal or Eindhoven

**About iServices:**

iServices stands for Intelligent Services, covering all Advantech products lines from digital signage to hospitality and home automation. When we talk about service, we mean the market values sought by customers, whether it's in the areas of retail, food and beverage, hospitality, advertising or transportation. By adding a touch of technology, convenience and innovation we aim to smooth the information and communication flow, hence shortening decision making processes and transaction costs. We have a broad base of eco-systems partners providing complete solutions.

**Company profile:**

Founded in 1983, Advantech is a leader in providing trusted, innovative products, services, and solutions. Advantech offers comprehensive system integration, hardware, software, customer-centric design services, embedded systems, automation products, and global logistics support. We cooperate closely with our partners to help provide complete solutions for a wide array of applications across a diverse range of industries. Our mission is to enable an intelligent planet with Automation and Embedded Computing products and solutions that empower the development of smarter working and living. With Advantech, there is no limit to the applications and innovations our products make possible. (Corporate Website: [www.advantech.eu](http://www.advantech.eu)).

**Interested?**

Are you willing to meet challenges and do you seek career opportunity and creativity, where you are valued for your unique skills, experiences and views then come and explore Advantech!! Please send out an English version of your CV to:

[careers@advantech.eu](mailto:careers@advantech.eu)

**Contact details:**

For more information about the vacancy, please contact Susanne van de Langenberg, HR department. Phone number: +31-(0)402677006.

**Advantech Europe B.V.**

(Science Park Eindhoven)

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Acquisition to this vacancy is not appreciated