

## **AOpen Job Vacancy**

### **International Account Manager B2B**

AOpen Computer BV Europe located in 's-Hertogenbosch the Netherlands is looking for an Account Manager in Germany. This is a very challenging opportunity for someone who is able to work independently and shows initiative in order to obtain business goals. This is a highly sales driven position and you will be solely responsible for your own regional targets. AOpen is a multi channel organization working through a network of distributors.

You maintain existing relationships with AOpen channel partners and distributors in Germany, but you are also continuously on the outlook for new partners. Together with the distributors of your region you will approach potential resellers and dealers in both the IT- and the Digital Signage/narrowcasting segment. In addition, you play a leading role in the launch of new strategic alliances. All this requires strong analytical thinking, a good sense of politically sensitive situations and a high degree of entrepreneurship. For the most part, you will work from home and will visit the 's Hertogenbosch office about twice a month.

AOpen's culture is young, open and international. You will be working with people with different nationalities; English is the main language in the office. The open culture also stands for an open environment where initiative is appreciated. The ideal candidate: has to have strong communication and negotiation skills (English and German in word and writing); affinity with IT/Digital Signage; familiar with a channel B2B structure; able to move on her/his own.

### **Company description**

AOpen Computer BV Europe is the leading manufacturer of ultra small form factor digital signage media player solutions world-wide, AOpen keeps expanding its products and services for digital signage and other vertical application markets such as: kiosks, point of sales, car PCs, medical care facilities, gaming applications, flight information systems, security systems and more. With in-depth market knowledge AOpen can offer advice for complete digital signage platform solutions.

Today, AOpen stands alone as the industry leader in manufacturing energy-efficient MoDT ultra small form factor (uSFF) components and customizable platforms with numerous flexible options. The AOpen Digital Engine® series is the company's flagship product line.

AOpen has cultivated a sophisticated ecosystem of premium value added channel partners: distributors, alliances, system integrators, system builders and solution providers to offer its solutions to the market. With the full support of its partners, AOpen is an established digital signage specialist and will continue to provide partners with reliable and powerful solutions while expanding into new vertical markets.

### **Requirements**

- Bachelor degree (International Business, Business Administration or equivalent)
- Minimum of 5 years commercial working experience
- Language skills: English and German is a must
- Affinity with the IT and/or Digital Signage industry
- Able to work in an international environment

Personal characteristics: self starter, creative, able to negotiate on CEO/management level, analytically strong and goal oriented.

### **Offer**

Salary is based on skill and previous work experience. Next to a market conform salary, you will work on a commission base.

### **Contact information**

If you think that you are the person we are looking for, then please don't hesitate to contact AOpen on +31736466400 and ask for Astrid den Hartog or e-mail your resume plus motivation to [Astrid.den.Hartog@aopen.com](mailto:Astrid.den.Hartog@aopen.com)

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