



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 and resellers.

You maintain existing relationships with AOpen channel partners and distributors in Germany, Austria and Switzerland 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.

Requirements

- Bachelor degree (International Business, Business Administration or equivalent)
- Minimum of 3 years commercial working experience
- Language skills: English and German is a must
- Affinity with the IT and 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.

About AOPEN

Founded in 1996, AOPEN is a major electronics manufacturer, specialized in ultra-small form factor computing for both home and business applications, and digital signage, from hardware to software and services. We are a global business with a presence in over 100 countries worldwide. AOPEN's business has successfully evolved over the years while maintaining its core values and beliefs. We focus on working with our customers to achieve their business goals, prioritizing collaboration and sharing. Their success is our success. We believe in "intrapreneurship" to drive innovation and employee development. We are committed to open architecture and products, and a future of innovation, openness and partnership. The "Open" of AOPEN is derived from our spirit of "Open & Share". By encouraging autonomy and the ability to make major decisions quickly, our account teams can facilitate customer demand promptly. AOPEN also encourages alignment with specialist technology partners. We provide global support to give our customers access to unique offerings that otherwise may not be commercialized.

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 Sam Bouwmans or e-mail your resume plus motivation to

Sam_Bouwmans@aopen.com

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