



Key Account Manager

JOB DESCRIPTION:

We are seeking a dynamic and experienced Key Account Manager to join our European organization and drive our business growth. We are currently seeking a Key Account Manager in the Iberia Region and will soon open positions in DACH, France, Eastern Europe, and the Nordics.

Are you a strategic thinker with a passion for building and maintaining strong client relationships? Do you have a deep understanding of the B2B Embedded Computing market and AI Industrial application in Iberia, and a proven track record in key account management? If so, this might be an exciting opportunity for you!

You will be responsible for developing and executing strategies to maximize sales, enhance client satisfaction, and foster long-term partnerships with our key accounts. Your ability to understand client needs, identify business opportunities, and deliver exceptional service will be crucial to your success in this role.

YOUR RESPONSIBILITIES:

Client Relationship Management

- Develop and maintain strong, long-term relationships with key clients in Iberia.
- Serve as the primary point of contact for key accounts, addressing client needs and concerns promptly and effectively.
- Conduct regular meetings with clients to review performance, understand their needs, and propose tailored solutions.

Sales and Revenue Growth

- Achieve sales targets and objectives for assigned key accounts in Iberia.
- Identify and pursue new business opportunities within existing accounts.
- New business development for the Iberia market.
- Collaborate with the sales team to develop and execute strategic account plans.
- Consolidate the current projects and develop new ones in IPC industrial market and AI verticals.

Technical Expertise

- Maintain a deep understanding of our embedded computing products and services.
- Provide technical guidance and support to clients, helping them to leverage our solutions effectively.
- Stay informed about industry trends and advancements to anticipate client needs and recommend appropriate solutions, especially in AI.

Cross-Functional Collaboration

- Work closely with the engineering, product management, and customer support teams to ensure client requirements are met.
- Coordinate with marketing to develop and implement client-specific marketing strategies and campaigns.

Reporting and Analysis

- Monitor and report on key account performance metrics.
- Analyze sales data and market trends to identify growth opportunities and areas for improvement.
- Prepare regular reports for senior management, highlighting key achievements and challenges.



YOUR QUALIFICATIONS AND SKILLS:

- Bachelor's or master's degree in electronic/computer engineering (preferred)
- Proven track record of success in sales roles, with at least 5+ years of experience in a key account management position.
- Strong Experience in B2B sales, with a good understanding of the industrial PC market dynamics and AI applications, customer needs, and competitive landscape in Spain and Portugal.
- Deep understanding of sales principles, techniques, and methodologies, with a demonstrated ability to drive revenue growth and exceed sales targets.
- Knowledge of industry-specific regulations and standards.
- Fluent (oral and in writing) in Spanish and English, Portuguese would be a plus.
- Excellent communication, negotiation, and interpersonal skills, with the ability to build rapport and influence key stakeholders.
- Strategic thinker with the ability to develop and execute effective sales strategies in a dynamic and competitive market environment.
- Analytical mindset with proficiency in sales analytics, forecasting, and performance measurement.
- Ability to travel as needed to meet with customers, attend industry events, and support sales team activities.
- Located in Spain, preferably in Barcelona or Madrid.

WHAT WE OFFER

- A dynamic multicultural working environment
- A market-competitive salary, including an attractive incentive plan
- Education budget and 5 study days
- Annual welfare budget for physical and mental fitness
- AAEON Kick-Off with the European team every six months
- iPhone, laptop, and company car

APPLY NOW FOR THIS ROLE

If you are interested in the Key Account Manager position for the Iberia Region or any one of the future opportunities (DACH, France, Eastern Europe, Nordics), please send your resume and motivation letter to

hr@aaeon.eu