

公司名稱	ACTi 建騰創達科技股份有限公司	聯絡人	Joy Huang
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職務名稱	請參考附件	人數	不限
工作性質	業務/軟體開發		
所需科別	不拘		
需求性質	正職	其它條件	
工作地點	台北市內湖區(內湖科技園區)	起薪	面議
<p>公司簡介:</p> <p>ACTi Corporation, founded in 2003, is a leading application developer with Big Data, Robot, IoT, Cloud and A.I. Technologies to empower business intelligent solutions. Meanwhile, also plays an important role as end-to-end IP video surveillance solution provider, covering all the way from security to business management solutions.</p> <p>The core value of ACTi is to deliver these solutions through in-house developed technologies applied to its whole product line. These products include IP cameras, video management software and video analytics that are seamlessly unified.</p> <p>These solutions are customized for all markets through the comprehensive support of pre- and post-sales service tools and utilities.</p> <p>ACTi's world-wide 24/7 technical support ensures customers a service they can depend on.</p> <p>ACTi 建騰創達科技股份有限公司成立於 2003 年，是透過『B.R.I.C.A.』技術整合 (Big Data, Robot, IoT, Cloud and A.I.) 幫企業做『商業智能』應用服務的公司，以影像(Video)為服務初衷，搭配硬體及軟體研發實力，成為全台第一家將演算法加入網路攝影機的網路數位影音領導廠商。</p> <p>ACTi 致力於瞭解市場需求與動向，透過動態影像分析，將數據資料轉為視覺化圖表，提供完整數據彙整、友善的使用介面，以及各式客製化的加值服務，幫助客戶提升管理效能以及營運收益。</p>			



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ACTi 建騰創達科技股份有限公司成立於 2003 年，以影像(Video)為服務初衷，透過『B.R.I.C.A.』技術整合 (Big Data, Robot, IoT, Cloud and A.I.) 幫企業做『商業智能』應用服務的公司，搭配硬體及軟體研發實力，成為全台第一家將演算法加入網路攝影機的網路數位影音領導廠商。

Sales Account Manager 國外業務

[Working Hour] Specific working hour and territory will be discussed during the interview.

1. USA territory: 9pm-2am work from home from Monday to Friday plus twice office meetings in the afternoon every week.
2. Other territory: 9am-6pm

Working shift would be adjusted according to different territory time zone.

[Goal]

Achieve maximum revenues and run rate business from assigned territory, account and projects works. 50% Business development, 30% Account service, 20% Trade show support.

[What you need to do]

1. Territory Works

- Brand Management
- Sales Game Plan by Customer Segments
- Price set up & structure management
- Channel Margin Management
- Market Communication
- Marketing Events Management

2. Account Works

- Recruit new Distributors / System integrators
- Manage Distributor Relationships throughout Money / Goods / Info / Tech flows
- Channel Management Program (Co-op, Rebate, Spiffs or Incentive Programs)
- Manage System Integrator Partnership throughout Money / Goods / Info / Tech flows
- System Integrator Program (Project registration, Non For Resale, etc.)

3. Project Works

- Co-work with Distributor to win focused SI projects
- Co-work with SI to win end user projects
- Project support by ACTi tech support and sales support resources

[Requirement]

1. Fluent in English is a must.
2. Native speaker or being fluent in a second language is a plus, we also welcome foreign talents to join us!
3. Experience of sales job is a plus.



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軟體工程師 (.Net C#/ PHP Linux)

我們使用影像辨識技術為基底 (人臉辨識、性別年齡辨識、情緒辨識、車牌辨識等)
搭配人工智慧與大數據應用，提供各產業新一代商業智能解決方案，幫助客戶迎向新的數位時代。

職務內容 (Responsibilities)

- 1) 新技術研究整合與導入
- 2) 大數據 人工智慧 相關專案開發
- 3) 影像辨識應用相關專案開發
- 4) IOT 設備整合串接
- 5) 視覺化前端網頁設計與開發

擅長工具(識能力分配職務與工作內容)：

1. ASP.NET、C#、MS SQL、HTML、JavaScript、jQuery、HighCharts
2. Node.js、PHP、MySQL、HTML、JavaScript、jQuery、HighCharts

職務要求 (Qualifications)

1. 一年以上開發經驗
2. 具團隊合作精神, 學習意願強
3. 請檢附過去系統開發文件與作品



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部門工讀生(行銷 Marketing)

職責 (Responsibilities)

- Data input to Excel or Database
- Data accuracy validation
- Online & Offline event support and execution

職務要求 (Qualifications)

Personality:

- (1) Familiar to Microsoft Office (Excel)
- (2) Fluent in English (TOEIC 800 up)
- (3) Part-time/Intern experience in Marketing/PR/Sales is a plus.

部門工讀生 (技術支援 FAE)

職責 (Responsibilities)

1. 職務定位 (Position)

協助部門專案執行，並支援產品測試與技術整合。

2. 職責 (Responsibilities)

- 專案進度 follow up。
- 製作並管理 Demo 樣品。
- 產品測試
- 主管交辦事項

職務要求 (Qualifications)

有組裝電腦經驗優先

*工讀生職位歡迎日夜間在校生成應徵，可依據課表調整上班時間，一周至少排班 24 小時。

Part-time position is open to be applied school students.

Work shift will be discussed, however at least 24 hours working time per week is a must.

請將履歷投遞至 104 或 ACTi 招募單位 Career@acti.com

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