

DISCOVERY TEAM TRAINEE

Organization Profile

About IXON

Address:

Vierlingsbeekseweg 52A
5825 AX Overloon
The Netherlands
www.ixon.cloud

The headquarter of IXON is based in peaceful town in the Netherlands. A brewery of great ideas which have been transformed into an outstanding product. IXON was founded in 2014, but has already a proven track record as a software company since 2004. Our team exists out of about 30 young and dynamic specialists which all have the same ambition: Becoming worldwide leader.

About our product

All-in-one Industrial IoT solution

IXON is the most secure and user-friendly Industrial IoT and remote access solution for machine builders.

We aim to help make the world a more productive place with a future-proof all-in-one solution for machine builders. The robust and compact IXrouter is seamlessly integrated with the powerful cloud-based IXplatform. Users can remotely access machines with a single push of the button using VPN, VNC and http(s) technology, or gain insight into a machine's data via data reports and live monitors.

Future-proof your business by creating new business models, such as pay-per-use and Service Level Agreements. Deliver remote service, monitor your machine, set up alerts, and create high-end data reports. It's all at your fingertips in your own customer portal.



About the internship

IXON is growing fast, IoT is booming,... we are at the eve of a worldwide breakthrough. In the last few years we focused on our core sales countries. Now it is time to become internationally active. Therefore we need your help! You will become a part of our Discovery team.

You help us understanding the market in your country and we will provide you a trainee-friendly atmosphere, where we offer you the possibility to discover how a scale-up company is developing business worldwide.



Internship responsibilities

Day to day tasks

- Market research on the automation market in your country
 - How big is the IIOT market?
 - Who are the competitors?
 - Who are the major players?
- Customer potential
 - Who are our potential customers?
 - How do they buy today?
 - What are the often used sales channels
- Business plan / Plan of Action
 - SWOT analysis
 - How can we enter the market?
 - How shall we organize the marketing?

Responsibilities

- Write a plan of action
- Set-up a market research
- Create all necessary documentation
- Communication with potential distributors

Learning objectives

- Learn how to develop an international business
- Learn how to work in team, but in an independent way, where you can rely on the experience of the other team members
- Manage your own timeframe and duties
- Improve your language skills and how to deal with different nationalities.
- Train your knowledge about the IoT market
- Analyze the different channels in Sales

Internship benefits

- Discover how a scale-up company works
- Discover how the lot market works
- Discover the world and experience different cultures
- Discover how you learn by doing and not based on theory

Intern requirements

- Studies with a focus on a Business field
- Proficient computer skills
- Written and verbal communication skills in English
- Self-directed and able to work without supervision
- Energetic and eager to discover new projects and ideas

Application procedure

Call, write, text, email,..., use smoke-signals if you're also in for a laser-shooting game

My contact details

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