

# Turkey Jobs Expertini®

## Applications Engineer-Turkey

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Company: Kennametal

Location: Istanbul

Category: other-general

### About Kennametal

With over 80 years as an industrial technology leader, Kennametal Inc. delivers productivity to customers through materials science, tooling and wear-resistant solutions. Customers across aerospace and defense, earthworks, energy, general engineering and transportation turn to Kennametal to help them manufacture with precision and efficiency. Every day approximately 8,700 employees are helping customers in nearly 100 countries stay billion in revenues in fiscal 2023. Learn more at . Follow @Kennametal: Twitter, Instagram, Facebook, LinkedIn and YouTube.

An excellent opportunity has become available to join Kennametal as an Application Engineer. The successful candidate will be responsible for maintaining existing and generating new business for Kennametal's portfolio of cutting-edge products that are highly regarded as the industry's most complete product line.

Working with our valued customers and driving our success, you will represent some of the industry's most diverse and in-demand products. From milling cutters and carbide inserts to solid carbide drills, tool holders and so much more, we offer our customers a broad portfolio for any metal working application.

Application Engineer will work on assignments to deliver to our customers competitive engineered solutions as part of projects through industry leading manufacturing processes which will lower the customer's total cost and secure sustainable aftermarket sales growth.

### Responsibilities

Establishing new and maintaining existing relationships with a variety of customers in

manufacturing industries.

Collaborating with the design, production, engineering, or research and development departments to determine how products and services could be made or modified to suit the needs of the customer.

Prepares cost estimates and related customer documents, consulting with engineers, and other professionals.

Contributes to sales engineering effectiveness by identifying short-term and long-range issues that must be addressed; providing information and commentary pertinent to deliberations; recommending options and courses of action; implementing directives.

Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications and establishing personal networks.

Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends.

Provide technical support to internal external customers by attending trade shows, conferences and other events.

Able to use CAD & CAM programs as needed to support customer projects, training, and testing

Support technical activities in the RRC (Rapid Respond Center) located in Istanbul Office.

Take lead, manage and/or support customer projects.

Participate in pre-sales activities to include analysing customer's technical needs and feasibility of projects.

Participate post-sales activities to include resolving implementation problems and support training at center or at customer site

Explore, identify, and develop new application areas as well as developing existing areas.

Troubleshoot, investigate, and resolve technical problems that arise during and/or after project implementation.

Develops test applications used for in-house testing, including customer-specific components and representative features/components.

Provide customers with documentation such as CAM cycle times, source code, simulations, etc.

Maintain direct contact with sales, customers and strategic relations as necessary to ensure effective levels of communication

### **Typical Education and work experience**

**A broad knowledge of cutting tools and their applications, machining services, or precision tooling industry.**

A recognized qualification or time served apprenticeship in Mechanical Engineering or Manufacturing.

An In-depth understanding of the manufacturing industry and concepts associated with machining.

Good understanding of contracts and experience leading commercial negotiations.

An innovative and self-motivated salesperson who is able to work independently with little supervision.

Proficiency with MS Office in Word, Excel, PowerPoint, CRM, SAP and Cad & Cam

Command of the English language.

Willingness to travel.

### **Base Location**

City of Bursa, Turkey with frequent travel to customer sites.

Equal Opportunity Employer

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