

# Turkey Jobs Expertini®

**Technical Sales & Application Engineers (residing or will reside in Istanbul, Kocaeli, Bursa, İzmir provinces)**

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Company: Castolin Eutectic

Location: İstanbul

Category: other-general

## **CAREER OPPORTUNITY IN A WORLD-CLASS WELDING COMPANY**

Our brand is trusted by millions of industrial users in heavy-duty and wear-intensive industries. Over the course of more than 100 years, we have brought innovative products and solutions to our customers challenging ourselves to extend useful life, reduce maintenance costs, and increase industrial productivity through welding, brazing, and coating technologies.

We have transitioned from a family-owned business into a global company while maintaining our **industry expertise, people focus, and deep-rooted belief in sustainability**. This is our contribution to **Pioneering Industrial Sustainability**

Castolin Eutectic Engineers have quite a reputation in the industry; they're known for being the most professional, knowledgeable, and best-trained in their field. It's true that we recruit and hire only motivated, qualified candidates. But we also add to our employees' skills by providing top-rated training programs to help them acquire and maintain Castolin Eutectic's high-performance standards.

We seek to appoint Technical Sales and Service Engineers who will be responsible for specific regions (Aegean Region/Marmara Region) in Turkey, reflecting Castolin mindset, experience, and know-how.

### **The Role:**

Will be responsible for the analysis and diagnosis of a wide variety of wear problems and sales of protective maintenance welding products to overcome them. In the business of

competitive selling and creating a market need, the individuals will be able to service existing accounts whilst opening up new businesses.

**The successful candidate will be responsible for the following tasks:**

Daily contact with customers to follow up and meet their technical support and product needs

Realization of the budgeted sales turnover for a given sales region

Coordinating selling activities in sales region in alignment with company goals

Preparation of the sales, visit, and market-related research report

University degree in Mechanical/Metallurgy/Materials or Welding Engineering,

Preferably minimum 1-2 years of successful sales experience in technical sales,

CRM experience is preferred,

Practical and influential personality to communicate in a different environment,

Excellent presentation and communication skills,

Hardworking and self-motivated team player with multi-tasking, follow-up, and organization skills,

Problem solver with an organized and disciplined working style

Willingness to travel and have a driving license,

Residing or will reside **İstanbul, Kocaeli, Bursa, or İzmir** provinces,

Male candidates must have fulfilled their military obligations,

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