**Presales Engineer - İzmir**

Our company is part of an international group distributing CAD, CAM, CNC, CAE, PDM, PLM solutions from the leading editor PTC Inc. , providing software, implementation and training services to increase the competitiveness of our customers.  
The group is enjoying a healthy growth and opportunities to grow further.

**Requirements**

• University degree in Industrial Engineering or Mechanical Engineering  
• Ideally Minimum 2 years of business-to-business technical sales experience preferably CAD /CAM /CAE /PLM/PDM solutions in the Turkish market  
• Knowledge about industry and manufacturing sectors, product development processes  
• Hunter Mindset  
• Customer care focus – High quality standards  
• Self-disciplined and self-motivated personality and accustomed to work with deadlines.  
• Ability to work in team  
• Persistent and can do attitude  
• Empathy and ability to build relationships internally and externally  
• Fast learner  
• Excellent presentation skills  
• High work ethics  
• Proficient in MS Office applications  
• Advanced English  
• Military Service should be completed for male candidates

**Responsibilities**

 Reporting directly to GM (General Manager),

•         Keeping up to date on CAD & PDM products and services

•         Providing Technical Assistance to customers

•         Supporting the sales team through presales activities

•         Identifying customer needs and sell business applications software/solutions and related services to prospective and existing customers.

•         Preparing sales proposals and negotiating

•         Adhering to Company standards and procedures.

•         Documenting and maintaining CRM content (activities, account information, contacts, opportunities)

•         Achieve Technical and Sales KPIs/Targets.