

Application Engineer (m/f) AKG of America, Inc., Mebane, North Carolina

Tradition und Innovation

Since 1919 the AKG Group is a specialist in the field of heat transfer. Our group of companies is financially sound, innovative and expanding. With about 2.500 employees at 12 locations in Europe, the Americas and Asia we develop and produce heat exchangers for a multitude of application areas and branches.

AKG of America, Inc., located in Mebane, North Carolina, is the main sales company of our US group and responsible for the development and sales of our tailor made heat exchangers, esp. for construction, forestry, agriculture, on-highway, compressor, material handling, industrial, off highway, and mining markets.

This position represents the first or entry level of qualification for AKG in supporting the commercial and technical requirements of its customers. The successful, outgoing individual must be able to grow in competency for a majority of the essential functions listed below along with the potential to satisfy most of the below listed areas of supporting knowledge, skills and abilities. Assist with managing the business relationships between key AKG OEM accounts in the Midwest region. This area to include Iowa, Illinois, Indiana, and Midwest.

Tasks and Responsibilities

- Assist with identifying performance criteria such as mutually agreed upon technical specifications, reliability goals, on-time delivery, quality, warranty concerns, logistics, and etcetera
- Support communication between customers and AKG as assigned by manager for projects between different departments of AKG and/or customers, including regular written reports, customer visits, phone calls, e-mails, design reviews, project time lines, forecasts, and other actions
- Assist with presentations and proposals for management review to be shared with assigned customers
- Support marketing activities such as trade show participation, competitive analysis, and market strategy for markets represented by customers
- Assist AKG with introduction of new products within assigned customers
- Maintain well documented customer files, both written and on-line, that can be easily accessed by other AKG personnel
- Work with other AKG departments, engineers or designers as defined by manger in support of assigned customers
- Individual must be comfortable in expressing himself/herself in an external role and make customer presentations in front of appropriate audience



Job Qualifications

- BS in Mechanical Engineering is preferred; other engineering degrees will be considered with several years of prior engineering experience preferred but not required
- Be able to represent AKG independently during routine customer visits, presentations, and other elements involving commercial and technical interface with customers
- Have demonstrated capacity for completing heat transfer calculations to include sizing, calculations, design principles, system engineering, and knowledge of manufacturing environment for mechanical engineering type equipment
- Established aptitude in managing customer communications in written and/or oral form such as supporting customer quotes, agreements, technical specifications, development plans etc.
- Strong interpersonal, analytical and communication skills
- Energetic, fast learner, with willingness to tackle a wide range of responsibilities
- Well organized individual who knows how to set up and manage customer files, both written and online
- Ability to work independently and able to function efficiently in multi-tasking situations
- Must be able to travel 50 to 60 percent of time
- Work from home based office in Midwest Region after completion of training in Mebane, North Carolina

Starting Date: As available

Application to:

AKG of America, Inc.
Manager, Talent and Recruiting
7315 Oakwood Street Extension,
Mebane, NC 27302-0370, USA

E-mail: HR@akg-america.com

