

# Company profile

World leader, present in more than 120 countries on 5 continents, 20,000 team members, direct selling company, 200,000 customer contacts per day, more than 30 innovations per year – That's Hilti .

Discover a global group where you can develop your full potential!

We excite construction professionals with technologically-leading products, systems and services which outperform and outlast.

"We create enthusiastic customers and build a better future!" We do this by living our values of integrity, courage, teamwork and commitment. This forms the basis for Hilti unique corporate culture and is also the foundation for our long-term success; success that we combine with corporate responsibility and environmental protection.



## Your career with Hilti

### Passion for people development

Hilti is always searching for people who want to move things forward, and bring new perspective and innovative ideas. We continuously invest in the further development of our team members by providing them opportunities across functional and geographical borders as well as the ability to pursue a career as an expert in their field. This is made possible through various development trainings and promotion opportunities. In fact, around 80 percent of all management positions are filled with internal candidates;

### Integrating new team members

We want you to be successful and we invest in your seamless integration into Hilti. Our "Let's Start Together" Program will help you gain an in-depth understanding of our company, our culture and the job. This process simplifies your start in your new team and allows you to utilize your strengths from day one.

### We promote your development

We will leverage your strengths and match them with the right career opportunities within the organization. We provide you clear success criteria. Together with your team leader you define your individual business and development targets and you receive regular feedback in an ongoing review and coaching process. All team leaders are measured on two criteria: developing people and achieving outstanding results. People development is critical to our success.



## Why start as an Account Manager?

Account Manager is the core role for our business and in the same time is a prerequisite step to be made successfully in order to promote to other sales and marketing roles within Hilti. Accept the challenge with courage and diligence and prove results and initiative every step of the way.

Learn our business, our products and services by meeting our customers face to face.

Build a deep understanding of our industry by fighting the competition! Develop yourself by getting exposed to new challenges and opportunities!



## What does an Account Manager in Hilti?

Hilti Account Managers plan their own schedule for visiting customers within their sales territory. The daily tour in the Hilti car takes them directly to professionals on the construction site as well as to the offices of purchasers and company owners. Hilti Account Managers are competent partners whether in a project's planning stage, when submitting an offer or for project consulting.

Hilti Account Managers feel at home on all constructions sites. They have a detailed knowledge of the customer's needs and serve as contact partners on-site. They enthuse construction professionals every day by demonstrating the latest Hilti products and services, carrying out training for complex applications and through their thorough professional competence.

At Hilti, sales team members aren't alone, as they can always count on the support of their team leaders and colleagues.

## Hilti Products and services

### Groundbreaking products, systems and services

We made our first breakthroughs when we introduced the unique DX direct fastening technology and the electro pneumatic hammering principle deployed in rotary hammers. We continue to set the standards in the construction industry through innovative products, systems and services. We keep our brand promise: "Hilti. Outperform. Outlast."

### Extraordinary design

Awards of international renown, such as the iF product design award or the red dot design award, confirm Hilti outstanding level of customer orientation as well as the clear added value of our products

**Construction professionals welcome Hilti as they know that our product and service offering is continuously updated and expanded, regularly setting new standards for the industry.**

Check-out some of our movies about products here: <http://www.youtube.com/hiltigroup>.





Where potential meets opportunity.

## **HILTI Talent Quest Program**

Our program is designed to bring onboard – ambitious fresh university graduates who are passionate for sales, marketing and who have an entrepreneurial way of thinking. The aim is **to develop future Hilti Leaders who could bring our Company to next level.**

The profile we are looking for

### **Sales**

With your passion for sales you will enthuse construction professionals for our leading products and services.

With your energy and knowledge you will engage customers in jobsites demonstrating our tools productivity.

We will convince you with our successful direct sales model, comprehensive training and the advantages of a long-term oriented family owned company.

### **Your profile**

**Field of study:** Business Studies in Economics, Marketing or Technical, Engineering.

**High Performer:** MBA or Master Degree, fresh master graduate or young professional.

**Extra Mile:** Extra-curricular activities and NGO involvement with leadership responsibilities.

**International exposure:** Internship or Semester abroad

**Skills:** Fluent English, Italian would be an advantage; solid PC skills, driving license B.

