

Hilti offers outstanding career opportunities in one of the world's most successful companies in the construction industry.

For our team in the United Arab Emirates we are looking for an

Account Manager

Reference-No: AM230815

To passionately create enthusiastic customers and build a better future by developing profitable business and maximize Hilti market share; Develop and implement strategic plan through bundled & packaged solution approach; Establish retail business through distributor channels, projects & trade network and build strong relationship with CEOs; Monitor competition activity in assigned territory and build tactic plan to fight competition.

Contact

Hilti Emirates LLC
PO Box 11051
Dubai, UAE

Your responsibilities

- Take the ownership of market share for Hilti for all activities in the assigned territory and further develop the profitable sales
- To utilize all elements of the Sales Management/ Process to effectively analyze, implement and control the opportunities within the territory
- Build fruitful working relationship with all levels in channel partners, contractors, system integrators & end users
- To actively manage and develop the growth of key products within the sales territory
- To target the appropriate customer groups to ensure successful introduction of new products
- To actively and effectively demonstrate, service, train, and where appropriate test Hilti products
- Achieve assigned targets for defined territory or market segment
- To ensure the appropriate level of coverage is given to both Buying and Potential customers within the customer platform in order to develop profitable growth
- Understand the market thoroughly and know the players. Obtain information on competition, market price levels, new launches, seminars, new outlets, quality issues, product deliveries and report in monthly reports.

Your profile

- Graduate of Engineering, preferably in Civil/Mechanical
- Able to achieve set targets through effective time and territory management
- Strong business acumen
- Having excellent communication and presentation skills
- Ability to understand the business, company strategy, products & their applications and be able to sell the product effectively to the end-users
- Having minimum of 3 years' experience in sales and/or business development.

We look forward to receiving your application including your cover letter, CV, recommendation letters and your exact availability.