



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

For our team in Thailand we are looking for **TECHNICAL SALES SPECIALIST (Offshore)**

The successful candidate will be reporting to the Energy Manager in the assigned area under New Business Development for Energy. He/She has to be responsible for the business development and penetration of specific trades assigned to the individual. He/She has to attain both qualitative and quantitative sales objectives by an effective, systematic and pro-active approach.

Key responsibilities include

- Establish new customers in Power related industry and further develop them as Company's loyalty accounts
- Maintain existing customers and further develop them for repeated purchase orders to achieve sales target
- Maintain sustainable relationship and establish network with multi-levels for business growth
- Work closely with related teams to provide value-added solutions with excellent service to the customers for fully satisfaction

Required Qualifications

- Bachelor Degree in Civil or Mechanical Engineering or Business related from recognized University. Master Degree would be a plus.
- At least 2-3 years working experience in direct sales model, preferably in construction/energy related industries
- Strong leadership, communications, negotiation & presentation skills
- Strong planning and organizing skills, dynamic, highly motivated with good problem solving and team player
- Able to travel across country and work under pressure situation.
- Possess driving license and has own car
- Excellent command of English with good computer

If you are interested for the above challenges and look for **EXCITING CAREER OPPORTUNITIES**, please send letter with your full resume (specifying current and expected salaries) with related document to

Human Resources Department

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