



**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 SPECIALISTS**

Bangkok / ESB

The successful candidate will be reporting to the Sales Manager in the assigned area under Sales Department. 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 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

- Degree in any fields. Civil Engineering background will be an advantage.
- At least 2-3 years' sales experience in direct sales of industrial products or construction related business.
- Strong leadership, communications & presentation skills
- Able to travel and work under pressure situation
- Possess driving license and has own car
- In the upcountry, local residential person is

As a member of Hilti, you will create enthusiastic construction professionals every day. We will support your long-term career with Hilti by offering you comprehensive training, ongoing coaching and cross-functional, international development opportunities

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**

**Hilti (Thailand) Limited**

1858/107-108 24th Floor, Interlink Tower, Bangna-Trad Road, Bangna, Bangkok 10260

T +6690 008 1442 | E [recruitment.moth@hilti.com](mailto:recruitment.moth@hilti.com)

[www.hilti.co.th](http://www.hilti.co.th), [www.hilti.com](http://www.hilti.com)