

HILTI

Your career with Hilti



Where potential meets opportunity.

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

Discover a global company where you can develop your full potential.

For our team of in **Bulgaria** we are looking for a:

Territory Sales Representative / Account Manager

Region: **Sofia**

As a member of the sales team, you will create enthusiastic construction professionals every day. Your responsibilities include selling our leading products and services and advising our customers on productive solutions being actively present on jobsites

We will support your long-term career with Hilti by offering you comprehensive training, ongoing coaching and cross-functional and international development opportunities.

Your responsibilities

- Professional field sales and high level customer consultation within the General Construction sector
- Providing efficient solutions and technical support on building sites backed by our innovative range of products and services
- Introduction of new products and representation of the Hilti brand in the market place
- Developing existing as well as establishing new customer relationships
- Promotion and demonstration of Hilti products on customer jobsites
- Customer-oriented teamwork throughout all Hilti departments

Your profile

- Technical or Business university degree, ideally with experience in direct sales B2B
- Enthusiastic, high commitment and self-reliant with good communication skills
- Energetic and passionate about sales and attracted by performance-based remuneration
- Professional PC skills, solid presentation and negotiation skills
- Fluent in English, Italian or German language is a plus

Send your CV in English to: BG-Careers@hilti.com and check our Career page at www.hilti.com/bulgaria

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