



Where potential meets opportunity.



Hilti offers outstanding career opportunities in one of the world's most successful company in the construction industry. For our team in Thailand we are looking for

Technical Sales Specialists

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
- Strong planning and organizing skills, dynamic, highly motivated with good problem solving and team player
- Proficiency in Thai and English
- Able to travel and work under pressure situation
- Possess driving license and has own car

In the upcountry, local residential person is preferred

If you are interested for the above challenges, **APPLY NOW** and sending your letter of application enclosing your full resume (specifying current and expected salaries), a recent photograph and photocopies of all detailed academic transcripts, reference and testimonials to:

Human Resources Department

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