

Entry Level Account Manager - University - Nationwide

Consistently recognized by Selling Power Magazine as a top company to sell for and by Fortune as a Best Workplace for Millennials in 2015, Hilti is a world-leading manufacturer and supplier of quality, innovative, and specialized tool and fastening systems for professional users in a variety of construction trades. At Hilti you will find a culture where over 80% of our management team has been promoted from within and our average employee tenure exceeds 9.6 years. Join Hilti to begin your long term career with a global leader in a fast paced and exciting industry.

Program at a Glance

- Placed in a 12-18 month program during which you will complete developmental stages before promoting into an outside sales role.
- Participate in full sales, product, hands on and industry training curriculum.
- Participate in outside sales training and territory sales coverages.
- Paired with a mentor for guidance through the program.

Working Conditions

- Working conditions include a combination of retail store, hands-on training exercises, meetings, workshops, and presentations. Occasional travel may be required and could include sales calls to customers' offices and/or jobsites.

Adverse Working Conditions

- Hands-on training requires the use of power tools in simulated jobsite conditions
- Job requires walking on construction sites and uneven surfaces, and may include climbing scaffolding, ladders, and stairs during all seasons of the year
- Construction jobsites may expose Hilti Center Representatives to excessively loud noises; ear protection is strongly encouraged and may be required on some jobsites

Safety Equipment Required

- Hardhat, safety vest, safety glasses, gloves, steel toe boots, and long pants required for working jobsite
- Must observe and abide by any and all safety regulations as required by Hilti, OSHA, and General Contractors

Physical Requirements

- Must be able to walk on construction projects, climb scaffolding, and lift and carry up to 65 pounds of Hilti product

Job Requirements

- Manage full retail operations including product placement, full inventory management, expediting customer orders and ensuring full satisfaction to customer accounts
- Sell, service, and promote the entire Hilti product line
- Build strong partnerships with local Account Managers to serve our customers through face to face interactions
- Create innovative ways to drive sales through merchandising, promotion events and product demo efforts

Applicant Profile

- High School Diploma or GED required; Bachelor's Degree preferred or equivalent work experience
- Must be willing to relocate within 12-18 months

Application Link

<https://career2.successfactors.eu/sfcareer/jobreqcareer?jobId=195300&company=Hilti&username=>

Visit our career site today: www.us.hilti.com / <https://careers.us.hilti.com/en-us>