#JOINHILTI

EURES

THIS IS HILTI

- Founded in **1941** in Schaan, Liechtenstein. Owned by the Martin Hilti Family Trust

- A global leader in system solutions for **construction professionals**

- Sales of more than CHF 6.5 billion (2023)

- **34,000 team members**, in 120 countries

- **Innovation driven**: CHF 450 million R&D investments (2023)

- **Direct customer** relationships

- Our Purpose is "**Making Construction Better**", Lead 2030 is our corporate strategy

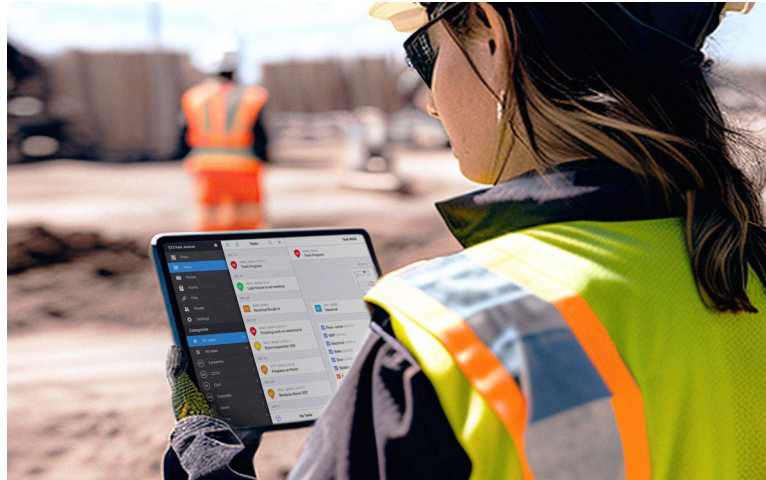**HILTI** EURES

WHAT WE DO: SYSTEM SOLUTIONS FOR CONSTRUCTION PROFESSIONALS

Our hardware

Our hardware offering includes a vast selection of tools and solutions for construction professionals

Our software

Our software offering helps our customers make the most of our tools and improve their own operations

Our services

Our service offering provides technical support for our customers' projects and tool park

OUR BUSINESS MODEL: DIRECT CUSTOMER RELATIONSHIPS

Customer-centric

- Best partner to our customers, through deep understanding of their needs

- One voice to the customer, through multi-channel direct sales

- Segmented, focused teams, for different customer segments

- Customer relationships, that foster engagement and loyalty

Global

Reliable and trusted

PROUD OF

BEST PLACE TO WORK 2024
#3 in Europe

JOB OPPORTUNITIES

ACCOUNT MANAGER/ Permanent Contract (different location in Italy)

You will take the ownership in the assigned territory to develop sales. You will build fruitful working relationships with all levels - partners, contractors with great responsibility from the start.

You have:
- a bachelor's degree
- business acumen;
- Previous experience in B2B consultative sales;
- Driving license, category B is mandatory

JOB OPPORTUNITIES
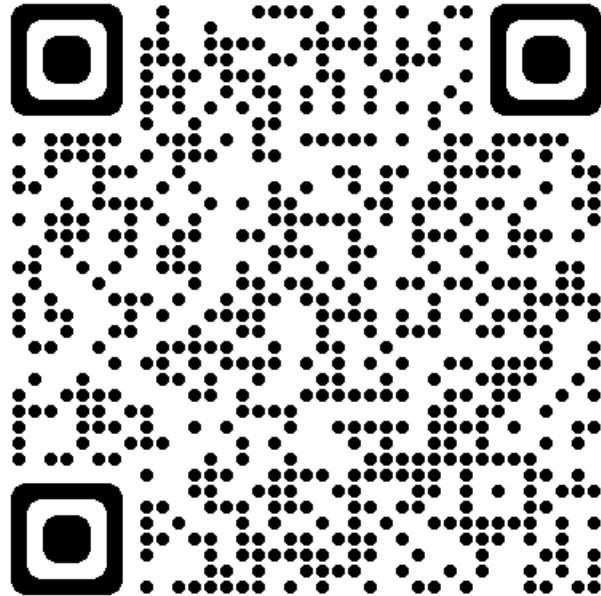
GRADUATE PROGRAM grow@hilti
Permanent Contract

We're looking for the next generation of high-performing, post-graduate people to take our company forward.

grow@hilti Sales&Marketing TRACK
grow@hilti Engineering TRACK
grow@hilti Operation TRACK

STAGE IN SEDE
Back-ground economics/engineering

KEEP IN TOUCH!

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http://careers.hilti.group/it-it

THANK YOU!