



Job Advertisement

One of the leading companies in global construction business, present in over 120 countries, 20,000 employees, more than 200,000 customer contacts every day and more than 60 innovations annually - that's **Hilti**.

Present in Bulgaria for many years now, **Hilti** provides leading-edge technology to the construction industry. Its products, systems and services offer the construction professional innovative solutions with outstanding added value.

Continuously investing in the further development of its team members by providing opportunities across functional and geographical borders, **Hilti** is currently looking for:

Sales Representative

Team: Sales

Responsibilities:

- development of customer network and increasing market coverage within the respective sales focus region with the aim of sales increase;
- responsibility for the full cycle of consulting and sales with regard to the offered product portfolio;
- presenting the products and the services of the company;
- participating and leading commercial negotiations;
- researching and contacting potential customers, developing and maintaining stable long-term partnerships with new and existing customers;
- executing active product demonstrations of machines and consumables at construction sites and customer premises;
- preparation of offers and reports.

Requirements:

- university education (preferably in the field of economics);
- previous sales experience with direct sales, commercial negotiations, business communication and trade will be considered an advantage;
- excellent communication and presentation skills;
- result oriented and responsible;
- English language will be considered an advantage;
- driving license, category B and readiness for intensive travelling.

The company offers:

- opportunity to develop your career in an international company in multicultural environment;
- ongoing corporate trainings;
- open and friendly working environment;
- Interesting and challenging work;
- excellent remuneration package.

If you are interested in joining a global company where you can develop your full potential and have a long-term career, please send your CV in English to Neli Zapryanova, HR Specialist (e-mail address: neli.zapryanova@hilti.com).

If the selection criteria are satisfied you will be informed for the exact day/ time of the 1st

Stage of the recruitment process. Only short-listed candidates will be contacted.

All applications will be treated in strict confidentiality.