Entry Level Account Manager (University) – Nationwide

What’s the role?

We’re looking for motivated individuals who have a passion for sales and desire advancement opportunities throughout the US and globally.

Who is Hilti?

If you’re new to the industry, you might not have heard of us. We provide leading-edge tools, technologies, software and services for the global construction sector. We have a proud heritage, built over 75 years, and a worldwide reputation for pioneering products and exceptional service. Innovation is our lifeblood, and we create around 30 new products each year. With some 23,000 people in more than 120 countries, we’re a great place for you to show us your worth as you learn, grow and carve-out your career.

What does the role involve?

It’s a challenging, hands-on role, where you’ll demonstrate our products, cross-sell our software and services, and advise customers on the most innovative and cost-efficient solutions for their needs. You’ll have broad product knowledge across the complete Hilti catalogue, which opens lots of career options for the future.

Between serving customers, you’ll carry out day-to-day processes like entering orders, receiving goods, accepting repairs and managing cash and inventories.

We develop our people by challenging them to leave their comfort zone, be it exploring other business areas, leading different teams or working in new locations.

What do we offer?

In our Account Manager Development Program, you will complete developmental stages before promoting into an outside sales role. During the 12-18 month program, you’ll participate in full sales, product, hands-on, and industry training curriculum. As you advance in the program you will take part in outside sales training and territory sales coverage, all while being paired with a mentor.

Why should you apply?

We have an excellent mix of people and some of our best Entry Level Account Managers joined us with no experience. So, if you’ve never worked in sales or construction, that’s fine with us. Success at Hilti is down to teamwork and ability, no matter your background.

What you need is:

- In pursuit of a Bachelor’s degree in Professional Sales, Marketing, or a business-related degree
- Previous customer service and/or sales skills required
- Excellent written, verbal, and presentation skills
- Drive to develop strong and sustainable customer relationships
- Must be willing to relocate within 12-18 months
- GPA of 3.0 or above
- Eligible to work in the United States permanently without sponsorship

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 job sites. Must be able to walk on construction projects, climb scaffolding, and able to lift and carry as much as 65 pounds.

As part of your interview process, you may shadow a current employee in this role to give you a feel for the job and the caliber of our people.

Tempted to apply or find out more? Check us out!

Hilti has been consistently recognized by Selling Power Magazine as a top company to sell for and by Fortune as a Best Workplace for Millennials in 2015.