

Company

HILTI ITALIA SPA

www.hilti.IT



Hilti provides leading-edge technology to the global construction industry. Hilti products, systems and services offer the construction professional innovative solutions with outstanding added value. The headquarters of the Hilti Group are in Schaan in the Principality of Liechtenstein.

Some 21,000 employees, in more than 120 countries around the world, enthuse their customers and build a better future. The corporate culture is founded on integrity, courage, teamwork and commitment.

Hilti excels through outstanding innovation, top quality, direct customer relations and effective marketing. Two-thirds of the employees work directly for the customer in sales organizations and in engineering, which means a total of more than 200,000 customer contacts every day. Hilti has its own production plants as well as research and development centers in Europe, Asia and Latin America.

Founded in 1941, the worldwide Hilti Group evolved from a small family company. Since 2000, the Martin Hilti Family Trust holds all shares and, since January 2008, all participation certificates of Hilti Corporation. This safeguards the further development of the company founder Martin Hilti's life's work in the long term.

Hilti upholds a clear value orientation and pursues a policy of stakeholder value. Integrating the interests of all the company's partners – customers, suppliers and employees – into its strategy and actively honoring its social and ecological responsibility creates the foundation of trust that makes possible the long-term success of the company.

Hilti's financial success is accompanied by the strong personal growth of our team members. We continuously invest in their ongoing development by providing them broad opportunities for a career in a successful worldwide company. Our employees have the possibility to learn across functional and geographical borders, to get to know different countries and cultures and to embark on a career as an expert.

The Martin Hilti Family Trust h

searches a candidate for the following function

Function to be held Account

Description Join the program dedicated to young graduates and accelerate your career with real challenges.

The program offers an individual quick development path to improve your competence.

Within the global framework of our Business Strategy, you will start with a first role in Sales for a period of 12/24 months. This position will give you the possibility to get in touch with our Business; you will be assigned to a Tutor that plays along with you during your path. This opportunity allows you to go deeper into the comprehension of our strategies and vision. Later on you will have a second assignment in Finance/Marketing/HR or Logistic department.

Your career path will be tailor made and it will take you in a short time to cover roles of responsibility and working into a national and international context.

Are you ready for the challenge?

Responsibilities

In your first assignment you will have these responsibilities:

- To manage the assigned territory / Hilti Center in a strategic and operative way;
- To manage the Customer Platform assigned following the MO strategies (sales and marketing)
- To give Technical Advices regarding our products and services
- To develop new projects in order to optimize the process and to identify innovative solutions.

Company sector commerce, hotels, public activities (chemists shop included)

Company area Sales

Kind of contract Permanent contract

Reference GRADUATE PROGRAM

Candidates should meet the following requirements

Kind of candidate Newly graduated student

Preferential qualifications • Master degree in technical disciplines Engineering (Civil and Management) or Economy; Master or MBA strongly preferred;

- Excellent English level;
- Strong analytical skills, oriented to achieve targets; flexibility and initiative;
- Capability to develop a strategic view;
- Multilevel communication skills;
- Entrepreneurial, courage and capability of change management;
- National and International mobility.

Disciplinary area ENGINEERING

Foreign languages required English: Excellent

Italian: Excellent

Availability to move Yes

Place of employment Tutta Italia

Language required by the company for the CV English

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Per l'invio dei CV si prega consultare il sito d'Ateneo – Sezione Studenti – Orientarsi al lavoro – Offerte di Lavoro