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Account Manager Gaziantep / Adiyaman / Malatya

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Company: Hilti Group

Location: Gaziantep

Category: other-general

What's the role?

We are looking for an Account Manager to join our team based in Gaziantep , Adiyaman or Malatya. This is no ordinary sales job, as ours is a uniquely high performing and supportive working culture.

Who is Hilti?

Hilti is where innovation is improving productivity, safety and sustainability in the global construction industry, and beyond. Where strong customer relationships are creating solutions that build a better future. Where there is pride and a sense of belonging across our 120 locations, carrying right into our lives and homes. Where people are exploring possibilities, leveraging their potential, owning their personal development and growing lasting careers.

What does the role involve?

The purpose of the role is to create value in the allocated account's portfolio through effective design and implementation of individual account strategies to build long term, sustainable and profitable relationships with the customer. The role involves professional field sales and high level customer consultation in the defined territory within the target industry. The job holder needs to provide efficient solutions and technical support to customers and represent the Hilti brand in the market place.

Scope: Anchor job in Account Manager structure.

Hilti encourages long term career opportunities. More than 30% of our employees are already part of the Hilti family for more than 10 years.

What do we offer?

Show us what you're made of and we'll offer you opportunities to move around the business – to work abroad, experience different job functions, and tackle different markets. It's a great way to find the right match for your ambitions and achieve the exciting career you're after.

What you need is:

Bachelor's degree

Minimum 2 years' experience working in sales

Results-oriented and suitable for consultative sales

Excellent communication & presentation skills

Excellent planning & project management skills, ability to work independently.

Ability to spot, understand and analyze customer needs & requirements and offer appropriate products & solutions.

Good level of English

Resident in Gaziantep, Adiyaman or Malatya

Why should you apply?

Year upon year we are recognized as one of the top 'Great Place to Work' employers, both globally and locally. And when you meet us you'll understand why. We have a diverse team of people with a variety of nationalities, backgrounds and experiences. Success at Hilti is down to teamwork and ability, no matter where you're from.

Please note, the preselection questions are mandatory and all of them must be answered for us to consider you as a potential candidate. We look forward to receiving your application!

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