

Account Manager

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Company: Hilti (Aust) Pty Ltd

Location: Australia

Category: other-general

What's the role?

Join the Hilti Team as we work toward making construction better and be part of shaping the construction landscape in Victoria!

Your next role as an Account Manager at Hilti will see you having direct customer contact, creating and developing customers, implementing sales strategies and influencing new products to customers in Northern Victoria (Bendigo, Ballarat + surrounding areas).

If you are self-motivated, diligent, thrive on supporting existing customers and have the drive to captivate and capture new customer partners, this is the role for you!

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. The role involves professional field sales and high-level customer consultation in the defined territory within the target industry. Your general activities include:

- Performing customer calls as specified in the sales execution policy through pragmatic utilisation of time and territory management systems

Identifying new business opportunities

Negotiating trade agreements to secure and maximise profitability for the customer's portfolio

Application selling, on site demonstrations and problem solving

Hilti is committed to diversity: 21% of Hilti's management positions worldwide are filled by women.

What do we offer?

Show us what you're made of and we'll offer you:

A competitive salary base and uncapped bonus in net sales

Tools of the trade: Fully maintained motor vehicle, fuel card & mobile phone

An extra week of leave - i.e. 5 weeks leave

Leave loading of 17.5% - i.e. you are paid an additional 17.5% of your salary for the days you take annual leave

Two (2) paid days per year to give back to your community & volunteer

Access to Converge EAP - with you & your family members entitled to 6 free sessions per year (in the areas of lifestyle, legal, money & nutrition)

A diverse and inclusive culture – with over 39 different nationalities at Hilti Australia

Opportunities to move around the business – to work abroad, experience different job functions and tackle different markets.

What you need is:

Solution selling and customer centric approach to sales

A valid Australian drivers licence

Proficient computer skills including MS Office Suite; experience with Salesforce or a similar CRM is desirable

Motivated & capable of working independently, managing your own call cycle

Proven negotiation and influencing abilities with advanced planning skills

Demonstrated ability to develop engaged customer relationships and effectively implement strategic concepts.

Why should you apply?

We employ 39 different nationalities within Hilti Australia and many more across the globe. We value the unique contributions of each and every member of our diverse Hilti family. Keeping in mind our core values and customer orientation we never discriminate on the basis of race, religion, national origin, gender identity or expression, sexual orientation, age, or marital, veteran, or disability status.

Work somewhere where you are trusted to make a difference. Where you can become your best. Where your curiosity can shape what's next.

Interested? Apply ASAP and we'll review applications as they come in!

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