

Solution Selling Engineer

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Company: Hilti Group

Location: Dubai

Category: healthcare-practitioners-and-technical

What's the Role?

We're looking for someone who wants a career in Sales & Engineering, working as part of our Marketing team and be part of our uniquely high performing and supportive working culture.

In this role, you will manage a portfolio of assigned customers, to ensure the utilization and adoption of the PROFIS Engineering Software. You will work closely with the Field Engineers and Account Managers ensuring the successful achievement of company objectives and growth.

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.

Hilti is where your best belongs.

What does the role involve?

As the Software Sales Engineering with Hilti, you will be responsible for generating profitable sales from an assigned account base through outbound sales. You will provide strong

knowledge of Hilti's PROFIS engineering software to customers, along with all the benefits that come with the Hilti name, to ensure customer engagement. Far from traditional cold calling, it's about building relationships with our customers and helping them find the most innovative and cost-efficient solutions for their needs, through presenting Hilti's value proposition.

We are proud to have a long-term bonding with our employees: More than 30% of our employees have been part of the Hilti family for over 10 years

What do we offer?

Show us what you're made of and we'll offer you opportunities to move around the business – 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:

A Bachelor's Degree in Civil, Structural, Mechanical Engineering

A willingness to work in a sales-driven environment

Prior outbound sales or customer service experience is advantageous

Effective communication skills, with a strong proficiency in English - written and verbal

Good organizational skills, with the ability to multitask, prioritize and manage time effectively

A solution-oriented mind-set, determined to consistently meet and exceed goals

Passion for engineering and problem-solving skills

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 what your background.

We look forward to receiving your application!

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