

# SALES & MARKETING GRADUATE PROGRAM

Have you recently (or almost) obtained your master degree? Are you already in the workplace but wanting a more challenging and rewarding role? Perhaps you're looking for international opportunities? Exposure to senior management? Top calibre colleagues?

We want to hear from dynamic young potentials with the energy and ability to join our high-performing team!

# **TRAINING**

The full immersion training is just one of many during your 24-month traineeship. The individualized coaching will provide a customized career path in working on your personal and professional development.

## **EXPOSURE**

Take full responsibility and ownership of your region and project assignment. Here you can network with experienced peers and colleagues. You will receive visibility towards senior management by mentoring and in presenting your project.

# **LEADERSHIP**

Senior leaders mentor and support you during the first 24 months of your career at Hilti. The ongoing coaching, fixed feedback sessions and trainings will craft your path in becoming part of the next generation of leaders.

## TIMELINE

0-12 Months

Kickoff & Induction training (5 weeks)

Account Manager with full responsibility for own region

#### 12-24 Months

Account Manager (80%)

Strategic project in minimum 1 department (marketing, engineering, finance...) (20%)

Mentorship by Senior Mangement

#### Training

- Intensive Sales Training
- Product & Service Selling
- Strategic Sales Development
- Coaching

#### Training

- International Experience Exchange
- Strategic Development by Project Management

#### Guaranteed Landing Position

- Product manager
- Business developer services
- Engineer
- Key account manager
- Area Sales manager
- ...