



FIELD ENGINEER TIMISOARA

Reference No: 4109

Apply: <https://recruitingapp-2845.umantis.com/Vacancies/4109/Application/New/2>

What's the role?

We're looking for customer-focused field engineers to kick-start their careers in a rewarding, high-performing, international company.

Who is Hilti?

If you're new to the industry, you might not have heard of us. We provide leading-edge tools, technologies, software and services for the global construction sector. We have a proud heritage, built over 75 years, and a worldwide reputation for pioneering products and exceptional service. With some 27,000 people in more than 120 countries, we're a great place for you to show us your worth as you learn, grow and carve-out your career.

What does the role involve?

As a field engineer, you will be working with our customers, sales teams, contractors, and designers to drive the sales of specific products like anchors fixings, installations systems, direct fastening, firestop and fireprotection systems. This involves educating critical influencers on construction projects about the proper use, advantages and value of Hilti products and, to securing their specification in the designs.

You will then communicate these product specs from design teams to sales teams, assisting account managers with their conversion into sales. It means visiting job sites to assess design problems - as well as opportunities - giving technical advice, solutions, and support, and adding value through the use of Hilti products.

It might also mean looking into new business prospects by running customer surveys for product development and working with sales teams to develop local strategies.

Our tools are chosen for some of the world's most exciting engineering projects, like London's Crossrail and Japan's bullet train, as well as everyday buildings that make people's lives better and safer.

We fill 80% of our management positions with our own internal candidates. It's testament to how much we value and develop our people.

What do we offer?

We'll give you everything you need to excel in your role, including ongoing training and lots of responsibility from the start. In return for your exceptional performance and consistent results, you'll receive one-to-one career mentoring, as well as exciting opportunities to move around the business.

Why should you apply?

We have an excellent mix of people, which we believe makes for a more vibrant, more innovative, more productive team. If you have two or more years' experience in engineering or construction, it'll be a big advantage.

What you need is:

- A Bachelor's degree in Structural or Civil Engineering Discipline is strongly desired
- Minimum 2 years of experience in engineering practice, or equivalent time calling on engineering firms in an engineering sales capacity.
- Solid knowledge of materials resistance and engineering reasoning; ability to read, understand and create technical building plans;
- Relevant experience as a consultant engineer in construction, installation or design engineer (design and job site);
- Commitment, responsibility and customer orientation;
- Solid knowledge of PC usage, CAD software (AUTOCAD), good abilities to present technical solutions as well as negotiation.

As part of your interview process, we will take you on a day-in-the-life 'field ride' to give you a feel for the job and the caliber of our people. We will also pay for your travel to the final interview.