



WHERE YOU  
BEST BELONGS

## DISCOVER A UNIQUE PLACE TO WORK

*120 countries on 5 continents. 30,000 team members world-wide. CHF 5.1 billion sales. More than 250,000 customer contacts per day. Over 60 innovations per year – that's Hilti.*

**Welcome to Hilti.** Founded in 1941 in Schaan, principality of Liechtenstein, Hilti's leading-edge tools, technologies, software and services power the global construction industry, including the world's most ambitious feats of engineering.

**Our Culture** The corporate culture is found on integrity, courage, teamwork and commitment. Hilti excels through outstanding innovation, top quality, direct customer relations and effective marketing. Two-thirds of the employees work directly for the customer in sales organizations and in engineering. Hilti has its own production plants as well as research and development centers in Europe, Asia and Latin America.

### HILTI SYSTEM SOLUTIONS



## HILTI IN ASIA PACIFIC

*More than 5,000 team members in 14 Sales & Marketing organizations of Asia Pacific : China, Japan, Korea, Hong Kong, Taiwan, Australia, New Zealand, India, Singapore, Malaysia, Thailand, Vietnam, Indonesia and Philippines. The production plants are located in China (Zhanjiang & Shanghai) and India.*

**WE ARE THE WORLD'S GREAT PLACE TO WORK & BEST EMPLOYERS IN ASIA!**

Our unique culture and career development opportunities have gained worldwide recognition. Great Place to Work® Institute ranked Hilti the 11th World Best Multinational Workplace. In Hong Kong, Hilti was accredited the Kincentric Best Employer in 2021. Therefore, we are a great place for you to learn, grow and carve-out your career



**KINCENTRIC**  
**Best Employer**

HONG KONG 2021





**WE'RE DRIVEN  
TO MAKE A  
DIFFERENCE**

## MANAGEMENT ASSOCIATE PROGRAM

**Are you looking for a development program to accelerate your learning and fast track your career?** The Hilti Management Associate Program is a 30-month program aimed to provide real job experience through rotations and projects. It provides you with an opportunity to unleash your potential and develop your career in Hilti.

**PROGRAM DESIGN** Fast track your career and broaden your exposure through various rotations

**Brand & Digital or  
Strategic Marketing  
(6 months)**

**Sales or  
Engineering  
(12 months)**

**Product Marketing  
& Projects  
(12 months)**

*Comprehensive Product and Application Training, Trade Wave, Early Talent Forum, other Learning Projects*

### What do we offer?

- Fast track career development to managerial positions
- Exposure to various functions through job rotations
- On-the-job training and potential overseas career opportunities
- Senior executives as mentors to help with professional development and career exploration

### Desired skills and experience

- University degree holder in Business/ Marketing/ Engineering or related discipline
- Passionate in a commercial and international career track
- Ambitious for a career in a fast growing, multi-national, technology-driven company
- Self-motivated and able to learn things in no time

## HEAR FROM OUR PAST ASSOCIATES

Lyle Li, Area Sales Manager, China



"If you are longing for an opportunity to challenge and grow yourself, say "YES" to Hilti and exposure to the globe, various functions and all sorts of learning resources will be given to prepare you for becoming a future leader."

- 2018-2020 – Management Associate
- 2020-2021 – Business Development Manager
- 2021-2022 – Trade Manager, China
- 2022 – Area Sales Manager, China

Aaron Au, Assistant Life Cycle Management Manager



"Looking for integrated career pathway with people-oriented development? Longing for international exposure with worldwide culture exchanges? Join Hilti, you can shine in the building industry, and I believe that Hilti will invest you with all the resources in fostering a new future leader"

- 2019-2021 – Management Associate
- 2022 – Assistant Life Cycle Management Manager

Derek Lam, Assistant Engineering Trade Manager



"The rotation that you are going to experience in different functional departments will provide you a great perspective about business. Your journey during the program would be unique and fruitful to speed up your career development. Be prepared for the challenges and excitement ahead!"

- 2019-2021 – Management Associate
- 2022 – Assistant Engineering Trade Manager

Lucas Chan, Assistant Trade Manager



"Full of trainings on people skills, hands-on product testing and international exposures, could bring you an effective way to jumpstart your career. I feel Hilti does intensively focus on personal development and that's why I know success awaits us all at Hilti."

- 2019-2021 – Management Associate
- 2022 – Assistant Trade Manager

**TEMPTED TO APPLY?** Send your Resume to [careers.hongkong@hilti.com](mailto:careers.hongkong@hilti.com).

### Recruitment procedure

Submission > HR Interview > Aptitude Test > Assessment Center > Field Visit > Offer