

We're Hiring: Technical Account Manager (Sales Engineer – HILTI Department)

HILTI Nepal: www.hilti.group

Vie Tec Website: <https://vietec.co>

Location: Kathmandu (Multiple Vacancies)

Employment Type: Full-Time

Industry: Construction Technology / Sales Engineering

Company Overview

VIE TEC Pvt. Ltd. is a leader in water technology and AV solutions in Nepal. We specialize in swimming pools, water features, AV systems, and insulation services, and proudly serve as the exclusive distributor of HILTI tools. Our commitment to quality, innovation, and customer satisfaction sets us apart in the industry.

About Hilti — Overview and Sales Model

Hilti is a global leader in providing innovative tools, systems, software, and services for the construction and building industry. Founded in 1941 in Liechtenstein, Hilti operates in over 120 countries with a strong focus on customer-centric solutions that enhance productivity, safety, and efficiency on job sites.

Sales Model: Hilti follows a direct-to-customer (D2C) approach. A strong technical sales force engages directly with contractors, engineers, and project managers to deliver personalized, value-added solutions.

Key Product Categories Include:

Power & Cordless Tools, Anchoring & Firestop Systems, Modular Installation Systems, Diamond, Drilling & Cutting Tools, Measuring & Layout Tools

Job Role Overview:

As a Technical Account Manager (Sales Engineer) for Hilti products, you will be responsible for driving sales, providing technical support, managing customer accounts, and ensuring timely collections. The role includes project coordination, identifying new business opportunities, and collaborating with internal teams to ensure customer success.

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- Drive sales and achieve targets with strategic site visits/Offices/Industries
- Provide hands-on technical demos and consultation to clients
- Build and deepen customer relationships to deliver innovative, cost-effective solutions
- Collaborate with internal teams for client success
- Manage account collections and project coordination
- Apply 'Situational Selling Skills' principles for trade applications, Demos, VFM, INP, etc. to deliver value-based sales approaches
- Monitor competitor activity and ensure leadership in share of wallet (SOW)

Key Competencies We Look For:

- Commitment, Strong communication and customer handling skills, Sales ownership and follow-up discipline.

Qualifications:

- Bachelor's in Civil, Mechanical, or Electrical Engineering
- 2–3 years' experience in technical sales (construction preferred)
- Strong communication, project management skills, High performer, Committed & hungry for growth.
- CRM experience is a plus
- Valid driving license and 2-wheeler required

Why Join Vie Tec?

At **VIE TEC**, we believe in collective success. You don't get ahead by pushing others down—you grow by lifting the team up. There are no fixed slots here. No politics. You earn your place by showing ownership, attention to detail, and a hunger to learn.

This is not just a job—it's a growth opportunity. We're looking for team players ready to take ownership and grow with us.

What We Offer: Competitive salary (30k to 70k) + performance-based bonuses/incentive, SSF, Provident Fund, Gratuity, Festival Bonus, Mobile/Travel Allowance & Medical Insurance, Supportive, career-focused workplace culture.

Apply Today!

Send your CV to **hr@vietec.co** with the subject line: Technical Account Manager – HILTI