**Questions:**

*Main questions:*

* Why Hilti?
  + Identify with the culture: strong customer focus and teamwork, meritocracy (quickly rewarded for results) “a company climate in which every single person develops the will to succeed and commit, while still having fun at work” as said by founder Martin Hilti.
  + No set career path, career path in function of performance, MERITOCRACY
  + The scale, and endless possibilities that go along with it.
  + Constant innovation, proved by awards.
  + Its focus on employee satisfaction: best places to work in Europe, ranked 10th in Europe in 2016.
  + Strong believer in the business model; possibility to not only buy the tools but also buy business solutions or simply rent the products. Also provide consulting services for the maintenance for example
  + thorough people review process, internal growth promoted: 80% of management positions filled internally.
  + REAL international mobility possibilities
  + The CSR strategy
* Why this role? Why the outperformer trainee – commercial track?
  + Exponential learning through the training provided: IMD
  + Flexibility in career path
  + Career path based on meritocracy
  + The responsibilities provided from day one and the possibilities for growth
  + A good fit with my personality (sales in the first year)
  + The first twelve months: inzicht op de echte terrein business van Hilti
  + Diploma from IMD Business School in Lausanne.
  + The 7-8 days’ social project
  + Familie concept tussen de trainees
* Why you?
  + International experience 🡪 open minded
  + Language advantage
  + I feel very connected to the company’s culture 🡪 I believe a cultural fit is essential
  + I am driven by ownership and I believe I will feel as an owner given the responsibilities provided
  + Willingness to learn, grow and perform better: proven through my extra-curricular
* What challenges is the Construction industry facing?
  + Slowdown of construction in China
  + Slowdown of government financed infrastructure due to European savings policies
* What skills do you have that would allow you to tackle these challenges?
  + Creativity and problem solving
  + Marketing strategies
  + SEO/SEM for effective marketing of products
  + Market research learned and done at Deloitte
  + Text mining to find trends on the web and implement them through business skills acquired over duration of study
* What skills do you have to offer?
  + SEO/SEM, Text Mining
  + Problem Solving skills
  + Analytical Skills
  + Financial, cost management
  + Data presentation