



Job Advertisement

One of the leading companies in global construction business, present in over 120 countries, 20,000 employees, more than 200,000 customer contacts every day and more than 60 innovations annually - that's **Hilti**.

Present in Bulgaria for many years now, **Hilti** provides leading-edge technology to the construction industry. Its products, systems and services offer the construction professional innovative solutions with outstanding added value.

Continuously investing in the further development of its team members by providing opportunities across functional and geographical borders, **Hilti** is currently looking for:

Regional Distribution Manager

Team: Logistics

Responsibilities:

- To manage the flow of materials within the respective territories ensuring that there is an optimization of stock and service level at all locations in line with company objectives;
- To manage the flow of Materials within the territories assigned, ensuring that the following key measurement criteria across all product ranges are met and significant variances explained:
 - Stock Availability;
 - Customer Satisfaction;
 - Days on Hand;
 - Inventory variances and Obsolescence;
- Be partner with local Sales, Marketing, and Finance to achieve targeted sales and delivery performance;
- Defines the Materials Management strategies and concepts according to the Supply strategy, sets priorities, monitors progress, and takes corrective actions if needed;
- Responsible for inventory management in existing storage locations (Central Warehouse(s), Hilti Centers, and Van Stocks of Sales representatives);
- Prime Link between Material Control department and Product Marketing group ensuring all promotions and phase-in, phase-out items are planned effectively and the introduction of new products process is understood and implemented;
- To partner with Logistics Process Excellence Organization and other Logistics personnel to continuously improve Materials procedures, practices, and systems to increase service while optimizing inventory levels and minimizing obsolescence and total Logistics cost;
- Management of internal replenishment order cycles for all stock locations within the assigned territories in the respective logistics software;
- Manage all stock shortages ensuring that appropriate action is taken to resolve them with minimum cost and maximum attention to customer service;
- Monitoring of operational performance indicators and system alerts and reporting to senior management;
- Management of open customer orders until delivery;

- Be primary driver of marketing efforts to reduce obsolescence (obsolescence pre-warning, sell-offs, pruning);
- Definition of Product Basket and Replenishment Policy for central warehouse/ Hilti centers.

Requirements:

- University degree or relevant logistics experience;
- Strong analytical skills;
- Fluent in English language;
- Understands Logistics and Supply Chain, process excellence;
- Has good insight in process development and understands an integrated system approach;
- Is open and capable to work on international projects and initiatives and is able to see “big picture”;
- Is able to link vision and strategy to projects and targets;
- Convinces other stakeholders - can be bold, steps out, acts with courage, is entrepreneurial;
- Has high customer focus;
- Communicates in a way that is understood by his team and all organizational levels;
- Is persistent in achieving progress despite obstacles and short term setbacks;
- Works effectively with team to accomplish goals;
- Inspires the people by setting a good example;
- Is willing to continuously learn, takes calculated risks, and learns from failures.

The company offers:

- opportunity to develop your career in an international company in multicultural environment;
- ongoing corporate trainings;
- open and friendly working environment;
- Interesting and challenging work;
- excellent remuneration package.

If you are interested in joining a global company where you can develop your full potential and have a long-term career, please send your CV in English to Neli Zapryanova, HR Specialist (e-mail address: neli.zapryanova@hilti.com).

If the selection criteria are satisfied you will be informed for the exact day/ time of the 1st Stage of the recruitment process. Only short-listed candidates will be contacted.
All applications will be treated in strict confidentiality.