Hexagon's Infrastructure & Geospatial Business Area combines measurement, positioning, and mapping technologies to help geodata-dependent industries capture, measure, and visualise the physical world – turning data into actionable insights for better decisions and greater efficiency.

At Hexagon, we believe that commercial success starts with people who have the capabilities, confidence and tools to perform at their best.

We are looking for an experienced Head of Sales Enablement to strengthen sales capabilities and drive commercial excellence across our global Infrastructure & Geospatial business.

In this strategic and hands-on role, you will shape and lead impactful sales enablement initiatives, partner with senior business leaders and help translate commercial strategies into measurable results.

Head of Sales Enablement (f/m/d)

Europe

This appeals to you

- Develop and lead a global sales enablement strategy aligned with business priorities and commercial objectives.
- Design and implement scalable programmes that strengthen sales capabilities, effectiveness and performance.
- Drive consistent adoption of sales methodologies, best practices and commercial processes across international teams.
- Partner with senior sales leaders and key stakeholders to identify development needs and deliver targeted enablement solutions.

This is you

- Significant experience in Sales Enablement, Sales Excellence, Commercial Excellence or Sales Effectiveness within a complex B2B environment.
- Proven track record of developing and implementing successful sales enablement strategies or capability programmes, ideally across multiple regions or business units.
- Strong understanding of B2B sales processes, methodologies and commercial performance drivers.
- Experience translating strategic objectives into practical initiatives that deliver sustainable business results.

- Establish effective approaches to learning, coaching and continuous capability development.
- Leverage digital technologies, data and modern enablement tools to enhance the learning experience and support sales performance.
- Collaborate with People & Culture and other business functions to ensure alignment with broader organisational development initiatives.
- Define relevant success measures and continuously evaluate the effectiveness and business impact of enablement activities.
- Strong stakeholder management skills, with the confidence to influence and collaborate with senior commercial leaders.
- A structured, pragmatic and hands-on approach, combined with the ability to work independently and drive initiatives forward.
- Excellent communication, collaboration and change management skills.
- Fluent English.

What Makes You Successful

You combine strong commercial understanding with a passion for developing people and improving business performance.

You are a strategic thinker who enjoys turning ideas into action, bringing stakeholders together and creating solutions that work in practice.

You are confident engaging with senior leaders, comfortable navigating complex international organisations and motivated by making a tangible difference.

Most importantly, you bring the ownership, resilience and initiative needed to drive meaningful and lasting change.

Why Join Hexagon?

This is an opportunity to take on a highly influential role within a global technology organisation.

You will have the freedom to contribute your expertise, shape the future of sales enablement and work with experienced leaders across diverse businesses and international markets.

Your work will have a direct impact on how we develop our people, strengthen commercial capabilities and support long-term business success.

About Us

At Hexagon, we are the global leader in measurement technologies. Our precision measurement, positioning, and autonomous solutions transform the world's most vital industries – providing the confidence that customers rely on to build, navigate, and innovate.

From microns to Mars, we drive productivity, quality, safety, and sustainability where it matters most. We help industries operate smarter, reduce risk, and reach new levels of efficiency.

Looking ahead, we are advancing our customers towards a future of true autonomy – enabling them to meet sustainability and demographic challenges with confidence.

With approximately 16,000 employees across 50 countries, Hexagon combines global scale, expertise, and innovation to make a lasting impact across some of the world's most vital industries.

Learn more at hexagon.com.

APPLY NOW

Hexagons Geschäftsbereich Infrastructure & Geospatial