



Committed and with passion for precision we create digital reality solutions combining sensor, software, and autonomous technologies to empower a sustainable future.

Are you a passionate distribution management expert with global construction industry experience? Are you driven by introducing digital solutions to construction businesses? Are you a strategist and a people leader looking to roll out global sales strategies? We're looking for you! We are seeking a **Global Head of Sales** to lead global distribution management teams for our Tools portfolio, including laser distance meters, lasers, optical levels and cable locators.

Our products help trade and other construction professionals take first steps into digital workflows, capture essential dimensions, ensure work is done in line with the plan, and avoid costly mistakes.

Global Head of Sales (f/m/d)

Hybrid role based in Europe  100%

This appeals to you

- Create and execute sales strategies to grow distribution revenue and profitability, including expanding distribution partner network globally
- Develop and lead global distribution management teams
- Establish an effective distribution management model and implement sales performance metrics and reporting
- Build trusting relationships with distribution partners, focusing on win-win
- Full accountability for global sales results and sales OPEX
- Collaborate with senior sales leaders of other portfolios to serve distribution partners effectively through shared resources and initiatives
- Be part of the division leadership team and work

This is you

- Senior sales leader with >15 years international experience in distribution management
- Experience in developing, leading and mentoring distribution management teams globally
- Track record of growing revenues and profitability through effective distribution partner management and enablement
- Experienced in streamlining and acquiring new distribution partners
- Sales management is your passion and second nature
- Construction industry background is essential
- Comfortable with full sales accountability and quarterly sales cycles
- Energetic, full of ideas, and passionate about construction
- Willingness to travel up to 50%

closely with functional leads in the division – product management, marketing, and operations

- Located in Europe

We offer you

- Warm and international corporate culture based on respect and cooperation
- Hybrid working model
- Performance-based incentive system and extra-mandatory pension fund contributions
- Individual training opportunities (internal and external)
- Various discounts (Health, Car, Entertainment and much more)
- Employee events
- Flat hierarchy structure

[Here](#) you can find more information about us as an employer.

About Us

Hexagon is a leading provider of digital reality solutions and employs more than 24,000 people in 50 countries. You will be part of a strong, experienced, inspiring and motivated team of experts driving the future of Hexagon. You will use and develop your skills in our highly innovative and diverse environment. Flexible working models allow you to ideally combine work and private interests.

Contact

If you have any questions, please do not hesitate to contact [Joanna Ertug](#), Teamlead Talent Acquisition.

APPLY NOW

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