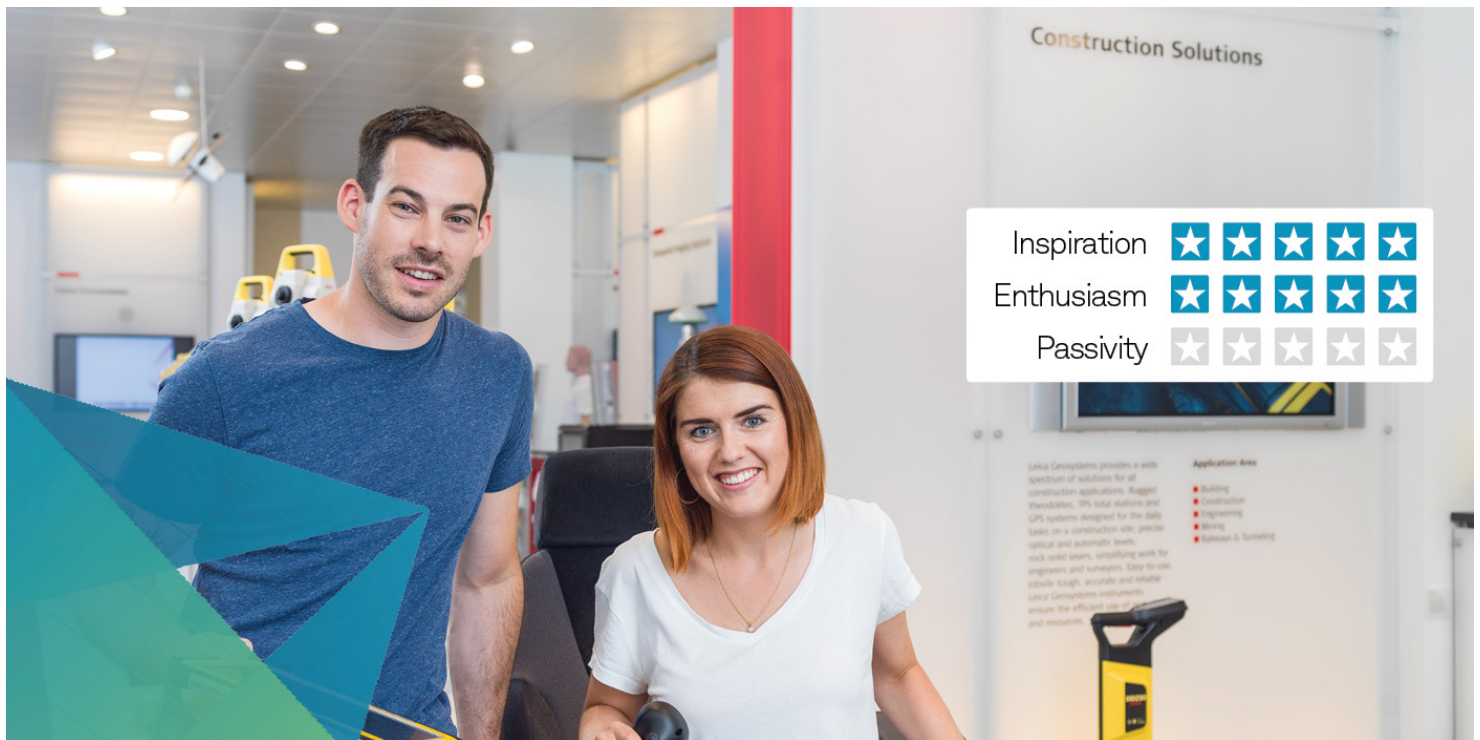




Hexagon's Geosystems Business Area provides digital solutions that capture, measure and visualise the physical world, enabling data-driven transformation.

When building the tallest buildings, the longest bridges and the biggest airplanes, people put their trust in the market-leading measurement and surveying solutions from Leica Geosystems. Our employees develop, produce, and distribute what our customers count on, day after day: innovation, precision, reliability and efficiency.

For the distribution of our laser Scanning & Mapping product family as well as the development and implementation of corresponding distribution strategies we are looking, as soon as possible, for a new team member.

This is a hands-on individual contributor role. While you will have full ownership of the Romanian market, this position does not include direct people management responsibilities. The focus is on business development, channel partner management, customer acquisition and revenue growth.

Sales Manager Reality Capture (f/m/d)

Romania  100%

This appeals to you

- Drive market development and revenue growth for Reality Capture solutions across the assigned territory
- Own and manage the regional sales pipeline, forecasting, and opportunity management in Salesforce
- Support, enable, and develop distribution partners to execute solution-based sales strategies and achieve joint business targets
- Generate new sales opportunities through presentations, demos and training courses
- Implement and support various marketing activities (seminars, exhibitions, trade fairs)
- Be a competent contact person for customer enquiries

This is you

- Proven experience in B2B sales of complex technical solutions **within geospatial, surveying, reality capture, 3D laser scanning, mapping, BIM, architecture, construction technology or related technical industries**
- Entrepreneurship and customer-oriented way of thinking and acting
- **Strong understanding of Reality Capture workflows, including 3D laser scanning, mapping, point cloud data and their application within BIM, architecture, surveying, engineering or construction environments**
- **Hands-on experience with 3D laser scanning, mobile mapping, point cloud data or Reality**

- Development of long-term customer relationships through cooperation and partnership
- Work in close alignment with Country Managers, Distribution Partners, and Divisions to ensure consistent market execution and regional synergy

Capture solutions is highly preferred

- Experience in the building industry (structural engineering, interior finishing, BIM or similar)
- Proven experience working with distribution partners and indirect sales models
- Knowledge of CAD/BIM environments and experience working with **point cloud data or Reality Capture technologies** is strongly preferred
- Experience in CRM systems is strongly preferred (Salesforce)
- Ideally, you are already experienced in the distribution of technical goods
- Strong communication and organisational skills
- Independent and target-oriented work ethic
- Ability to adapt to fast-paced environments or changing priorities
- Fluent or confident level of English for negotiations
- Willingness to travel extensively across Romania and the CEE region (approx. 60%)
- Located in Romania

We offer you

- Flexible annual working hours based on a 40-hour week, with 100% employment
- Vacation entitlement: 25 days from the age of 20, 27 days from the age of 40 and 30 days from the age of 50
- Hybrid working model
- Bonus system and extra-mandatory pension fund contributions
- Individual training opportunities (internal and external)
- Relocation service
- Various discounts (Health, Car, Entertainment and much more)
- Employee events
- Flat hierarchy structure
- Warm and international corporate culture based on respect and cooperation

[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 working together to shape the future of Hexagon. You can utilise and develop your skills in our highly innovative and diverse environment. Flexible working models allow you to ideally combine your professional and private interests.

Contact

If you have any questions, please do not hesitate to contact [Dominik Kung](#), Talent Acquisition Partner.

APPLY NOW

Hexagon's Geosystems division

Job-ID: z7l38ygh

