



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

We are looking for an experienced and hands-on Distribution Marketing Manager who has experience in dealer-based B2B industries and enjoys working with cutting-edge technologies and innovative technical solutions. You have the proven ability to translate technical advantages into user value. In this role, you will enhance collaboration with our distribution partners and support them with marketing strategies and initiatives that align with our corporate branding and accelerate market growth. You will ensure our distribution partners receive clear guidance to execute impactful campaigns, enhance product visibility, and foster strong customer engagement. If you thrive in a dynamic environment and enjoy shaping marketing success across diverse channels, this is the opportunity for you.

## Distribution Marketing Manager (f/m/d)

Remote  100%

### This appeals to you

- Develop close relationships with distribution partners to understand their needs and translate these into marketing initiatives
- Support distribution partners with marketing content, campaigns, promotions, and events to boost local brand awareness (e.g., social media, demos)
- Optimize point-of-sale presence by ensuring products are prominently displayed to maximize end-user reach and engagement
- Plan and execute sales promotions in collaboration with the sales team
- Responsible for the coordination of product trainings and education programs to enhance distribution partner knowledge on sales arguments (USP's)
- Work with distribution partners to define and monitor KPIs, evaluating campaigns and partner performance

### This is you

- B2B experience working with wholesalers, importers, and distributors (electrical wholesale, hardware tools, construction) is mandatory
- Bachelor's degree in marketing, Business Administration, or a technical field with further studies in business
- 5+ years of marketing experience in dealer-based B2B industries with a profound understanding of construction, technical hardware & professional tools (electricians, drywallers, contractors, etc.)
- Strong understanding of channel sales networks and distribution partner relationships
- Proven ability to manage multiple projects and meet deadlines in a fast-paced environment
- Excellent communication and relationship-building skills for working with internal teams and external

to optimize marketing activities

- Ensure brand consistency and compliance by providing global brand and marketing guidelines, marketing training, and best practices to create a standardized approach across distribution partners worldwide
- Work with internal teams (Sales, Product Management, Global Marketing) to understand market trends and align partner marketing initiatives with business objectives
- Being part of an international team, working remotely, e.g. near one of our offices in Barcelona (ES), Pisa / Lodi (IT), Warsaw (PL) or Budapest (HU)

partners

- Hands-on mindset—you enjoy execution as much as strategy
- Global and cultural awareness to network with distribution partners effectively
- Familiarity with dealer management systems, CRM- and AI-tools
- Fluent in English; German proficiency is an advantage

## We offer you

- Remote working model
- Bonus system and extra-mandatory pension fund contributions
- Individual training opportunities (internal and external)
- 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 [Romina Kwandt](#), Talent Acquisition Specialist.

[APPLY NOW](#)

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