



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

As the Regional Sales Director, you will lead a dynamic sales team and help Hexagon surpass our growth goals. The right candidate is responsible for building and leading a world class sales, pre-sales, and SDR team, implementing technology and processes, and partnering with customer success, marketing, product, engineering and operations teams to deliver the best possible customer experience. This is an exciting opportunity to unequivocally influence HxDR's overall success and growth at Hexagon.

Regional Sales Director - HxDR (f/m/d)

Barcelona or DACH Region  100%

This appeals to you

- You drive, manage, and execute the business and revenue goals of a sales team.
- You analyze regional market dynamics in an effort to maximize existing successes and create new sales growth opportunities.
- You educate the team on significant industry factors, including competitive products, regulations, trends, customer needs, and pricing.
- You prepare forecasts, territory/industry management plans, and growth strategies.
- You establish and report on metrics to measure team performance and correct deficiencies where necessary.
- You ensure that the regional sales plan is aligned with and supports the corporate revenue goals.
- You recruit, hire, and train staff members; foster a

This is you

- Process- and data-driven sales operations background.
- Strong experience with Salesforce.com and building trackable, repeatable sales processes.
- Willingness to “roll up your sleeves” and sell.
- Experience selling to Fortune 500 companies.
- Experience selling to the AECO vertical is a plus.
- Ability to exercise effective judgment, sensitivity, and creativity in response to changing needs and situations.
- Must be adaptable, professional, courteous, motivated, and capable of working well independently or as a team member.
- Ability to handle a fast-paced environment and a challenging workload.
- Proven track record of meeting or exceeding

successful and positive team environment; and
develop and coach sales professionals

performance objectives (e.g., revenue targets, pipeline targets).

- Experience utilizing CRM systems and marketing automation platforms (such as Salesforce, Marketo, Outreach, etc.).
- Demonstrates high levels of integrity, initiative, honesty, and leadership.
- Ability to travel when needed.
- 5–10 years of sales management experience.
- University degree; MBA preferred.

We offer you

- Flexible annual working hours
- Hybrid Working model
- Stable employment conditions: permanent contract
- Bonus 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
- Warm and international corporate culture based on respect and cooperation
- More available Benefits, depending on the country of employment

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 [Brigitte Schnetzer](#), Talent Acquisition Specialist.

APPLY NOW

Hexagon Geosystems

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