



At Hexagon, we do not just measure the world – we define its future. As the global leader in **measurement technologies**, we provide the confidence that **vital industries** rely on to build, navigate, and innovate. From microns to Mars, **our solutions drive productivity, quality, safety, and sustainability** across aerospace, agriculture, automotive, construction, manufacturing, and mining. Yet measurement is only the beginning. We bridge the physical and digital worlds with cutting-edge metrology, reality capture, and positioning solutions – making industries and cities **safer, smarter, and more sustainable**.

Hexagon's Geosystems division specifically focuses on combining accurate measurement, positioning, and mapping technologies with industry-tailored workflows to help geodata dependent industries capture, visualise, and analyse the physical world, turning data into actionable insights for better decision-making and improved efficiency.

Looking forward, we are striving to enable our customers to meet sustainability and demographic challenges – ultimately advancing them towards truly autonomous solutions.

Measurement is the foundation of progress. **When it has to be right, it has to be Hexagon.**

The **Commercial Sales Manager - Italy** is responsible for inside sales and business development for our Italian partners and customers, including identifying new sales opportunities for our BLK product range in existing and future market segments and converting these into sales.

Commercial Sales Manager – Italy in Stuttgart (f/m/d)

Stuttgart  100%

Role & Purpose of the position

- Drive growth in sales of Leica Geosystems Solutions within existing and future market segments
- Generate sales revenue through calling, event management, social media, growing current accounts, and channel partners
- Manage quarterly sales forecast
- Initiates telephone calls to current customers and potential customers to ensure all opportunities are

Qualifications & Requirements

- 3 years B2B Sales/Inside Sales experience
- Confident and comfortable working on the phone
- Understanding of AEC industry would be an advantage
- Knowledge in laser scanning/LIDAR technologies (preferred but not a must!)
- BA/BS degree or equivalent
- Proficient in MS Office Suite, Google Calendar/Docs

effectively progressed

- Understand customer needs and act as point of contact while providing support to potential customers during the decision phase
- Utilize all available resources cooperating with Commercial Account Management, outside sales reps, Marketing, external partners and others to advance and close sales
- Develop "out of the box" sales strategies and models to generate new sales opportunities
- Support marketing activities including but not limited to campaigns and exhibitions
- Work with salesforce maintaining database accuracy and information to develop sales campaigns
- Other tasks and projects to be added on an as-needed basis

and CRM systems preferably Salesforce

- Native or perfectly fluent in Italian
- Good English
- Additional languages would be an advantage
- Excellent sales, presentation and communication skills are a must
- Highly organized, strong attention to detail and effective follow through

About you

- Sales and target oriented, well organized, and reliable
- Ability to be a self-starter and very resourceful
- Able to think creatively, resolve challenges and leverage limitations
- Effective problem solver with ability to self-manage
- Pro-active, professional and adept at multi-tasking
- Team player
- Customer and solution oriented

Why join us

- Multicultural and team-oriented environment with flat management structure
- High standard of performance and accountability
- Varied, autonomous tasks with a high degree of creative freedom and scope for innovation
- Intensive and accompanied onboarding
- Modern "Remote-workplace" including notebook and CRM-system
- Attractive compensation package consisting of fixed salary and bonus scheme
- Company pension scheme in the form of an employer-financed provident fund and subsidised direct insurance
- Employer-financed accident insurance
- Monthly tax-free benefits in kind or corporate fitness with Urban Sports
- Flexible Working hours, 30 days holiday, Christmas and New Year's Eve are free

Contact

If you have any questions, please do not hesitate to contact [Viviana Di Donato](#), Talent Acquisition Specialist.

APPLY NOW

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