



## Director Global Sales Operations (f/m/d)

Committed, dynamic and with a passion for precision, we revolutionise the world of measurement and survey.

**Our Mission:** Driving Sales Excellence in alignment to our core values – Profit Driven, Professional, Innovative, Engaged, Customer Focused and Entrepreneurial

**Our Vision:** To Lead the continuous improvement of our Sales processes through methodology definition, sales organisation enablement and the measurement and analysis of performance

## This appeals to you

- Line manage and coordinate the activities of the Global Sales Operations team
- Provide timely, high level and pro-active updates on strategic direction and project progress
- Ownership of the end-to-end Sales Process and the alignment of the organisation and tools to it
- Research external best-practice approaches to Sales Operations challenges
- Participate in regional meetings and forums in order to share strategic direction, project statuses and to receive feedback from the regions
- Participate in Change Advisory Board meetings relevant to the Sales Process
- Prepare independent ad-hoc analysis of matters of interest to the Sales and Marketing process
- Deliver performance analysis metrics via Key Performance Indicators focused on the Sales Process
- Ownership of the challenge of Customer Master Data quality for the organisation
- Facilitation of the biannual Right Pricing review process
- Collaboration with equivalent personnel of the wider Hexagon Group in order to share best practice and experiences

# This is you

- A University degree or equivalent in a relevant field plus professional experience within Sales Management / Operations of minimum 10 years
- Strong knowledge of Salesforce CRM, Business Warehouse, Analysis for Office, Pardot
- Proven track record of delivering sales growth from a broad portfolio of product types; including hardware, software, after sales products and services, either standalone or as part of a solutions business approach
- Experience working in an international business environment with remote team structures
- Eager to learn new things and actively develop a dynamic business
- Strong communication (verbal and written) and presentation skills, including the capability of providing direction and feedback to internal and external stakeholders located locally and remotely
- Entrepreneurial drive with strong strategic thinking skills and strong work ethic
- Ability to convey effectively own knowledge to others remotely and to operate as part of a team
- Ability to drive improvements in the methods/processes/tools/organisation by dedicated global projects
- Domestic and international travel will be required for this role up to 30% - this position can be located anywhere in Europe

## About Us

Our innovative solutions and products are characterised by the highest efficiency and reliability. Help us to improve the future and join us working on a global success story. Find out more about [Leica Geosystem, part of Hexagon](#) and become part of something bigger.

## How can I apply

If you are interested in this challenging and varied position, then we look forward to receiving your online application! Due to the privacy policy, we accept applications only via the application form. In case you are a recruitment agency please contact [us](#).

**Leica Geosystems AG**  
**Human Resources**

Heinrich-Wild-Strasse  
CH-9434 Heerbrugg

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### Additional information

Location **Heerbrugg**

Position type **Full-time employee**

Start of work **May 5, 2020**

### Responsible

Birgit Eberle