



## Sales Representative & Business Developer (f/m/x) for SaaS

Committed, dynamic and with a passion for precision, we revolutionise the world of digital solutions.

Innovative and reliable end-to-end solutions are our winning formula. With your passion for customers as well as your creative and persuasive personality, you contribute to strengthen our market position as a leading provider for Software as a Service (SaaS) in Europe in construction, manufacturing and process Industries. Join our team and make your visions come true!

### This appeals to you

- Managing new sales from initiation through closure, either directly or alongside the channel partners
- Analyzing sales data to aid the organization in forecasting and planning efforts and identify areas of opportunity
- Onboarding our channel partner's sales and marketing organizations
- Penetrating new accounts with a beach-head strategy for new account acquisition
- Proactively pursue cross sales into existing customer base working in tandem with Hexagon Division's
- Delivering compelling presentations and demonstrations via web and/or in face to face visits to a varied audience, from the C-suite to technical stakeholders
- Attending and representing **XALT** solutions within Hexagon businesses and at industry events in the region
- Working from anywhere within the DACH-region

### This is you

- A relevant university qualification (Bachelor / Master) in computer science, electrical engineering or similar
- Inbetween 4-6 years of technology sales experience preferably with Software as a Service (SaaS)
- First experience within Channel development is a nice to have
- Ability to manage multiple assignments and prioritizes projects
- Know-how in using Salesforce in order to track all sales activities plus knowing on how to track and forecast news and upsell revenue accurately
- Must be open to learn new strategies and tactics
- Fluency in German and English is required
- Ability to travel within Europe (up to 50%) and occasionally internationally

## About Us

Our innovative solutions and products are characterised by the highest efficiency and reliability. Help us to improve the future, become part of our team and a global success story.

## 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.

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

Heinrich-Wild-Strasse  
 CH-9434 Heerbrugg

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- As an individual contributor you manage new sales from initiation through closure, either directly or alongside the channel partners
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## Additional information

Location	<b>Heerbrugg</b>
Position type	<b>Full-time employee</b>
Start of work	<b>As of now</b>

## Responsible

Birgit Eberle