

- when it has to be **right**



Solution Manager

- for Off Machine & Workflow, Odense, Stockholm, Heerbrugg or home office

Are you an experienced marketing or sales team member? Do you have construction and/or machine control experience? Are you motivated by challenging work-life and extensive communication (verbal and written) with customers and colleagues? If yes, then we

invite you to join Product Marketing at Leica Geosystems Machin Control Division.

When building the tallest buildings, the longest bridges and the biggest airplanes, people put their trust in the market-leading measurement and surveying solutions from Leica Geosystems. We deliver state-of-the-art GPS guidance and automation technology for heavy construction machinery, and our ambition is to become world market leader. **Your mission will be to drive existing off machine, dataflow and software portfolio and identify new solutions and opportunities.**

We offer

We are recruiting an experienced Solution Manager who can provide leadership of the off machine & workflow segment area by working collaboratively with the R&D, Product Management, MarCom, sales and business development/OEM team. Ideally, you will be located at one of our offices Denmark (Odense), Sweden (Stockholm), or Switzerland (Heerbrugg), however, home office is also an opportunity, as the role requires international travelling. The Off Machine product suite delivers tangible benefits for our customers, including optimization of workflow, increased productivity and ease of use. The Off Machine product suite contains GPS base stations, rovers and total stations used on a construction site. In addition it also includes our CAD and Data prep software offering as well as dataflow to machines, rovers and total stations.

You will be up-to-date with workflow and needs of the 'Engineering & Infrastructure' market segment. Further, you will be driving the strategic product marketing, product positioning and business development for the segment.

Key Responsibilities

As Solution Manager for our Off Machine & Workflow segment your job will include the following main components, among others:

- Define and implement strategy for products in collaboration with the Product Managers, other Solution Managers and internal stakeholders, to ensure the solution offering is compliant with the market and customer needs
- Perform market analyses and monitor new applications and workflows within the segment as well as competitor activities
- Provide support to Product Management and R&D teams
- Together with Product Management develop an all-time updated marketing plan to reflect the market situation

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- Provide input to the road map from a market and customer point of view
- Develop and maintain key external partner relationships critical to solution strategy and success
- Provide input to the road map from a market and customer point of view
- Work closely with Product Management to develop launch material and execute product releases. Actively plan product launches to a new product or solution together with marketing team. Review local launch plans with Regional President and Marketing Director.

Your Profile

We expect you to have a relevant bachelor's degree (Business, Engineering, Surveying, Technology) or equivalent combination of education and experience. Ideally you have 10+ years' experience in construction and/or machine control. Aside from this, the following points are pivotal to achieving the expected results:

- Excellent communication skills with the ability to interface at all levels and functions and to provide accurate and concise feedback to customers and stakeholders
- Customer focus with strong knowledge and understanding of the customers' & stakeholders' needs
- Ability to form strong relationships with internal and external stakeholders and represent the company professionally
- Demonstrated experience working as part of a marketing and sales team
- Ability to create marketing plans based on market research, trend analyses and customer needs. Having an understanding of future trends is a major advantage
- Strong analytical and conceptual skills, and the ability to rapidly grasp customer requirements and technical solutions
- Fluent in English (verbal and in writing) is a pre-requisite. Further, the ability to also communicate in other languages, e.g. German or Danish, to work effectively with virtual and remote teams is also an advantage

We offer you an interesting and challenging position in an international division with more than 20 different nationalities. You will join a group of talented, motivated and ambitious colleagues, working closely together to ensure progress targets are met.

Interested?

Please contact Marketing Director, Christian Luttenberger (+49 162 270 2292) or HR Manager, Louise Even (+45 2892 8333) or apply by uploading your resume and cover letter in English [here](#). Interviews will be held as relevant candidates apply. All applications are treated fully confidential.

With its advanced technology, Leica Geosystems has been revolutionizing the world of measurement and surveying for nearly 200 years. Part of Hexagon, a leading global provider of integrated design, measurement and visualization technologies, Leica Geosystems has established itself as a leader in the machine control technology market, providing innovative solutions to the construction industry on a global basis. In Denmark, we are based in Odense. More information on: www.leica-geosystems.com

Leica Geosystems Machine Control provides durable, high-quality products to increase the efficiency of construction operations. Customers all over the world benefit from sophisticated solutions to use advanced technology, improve accuracy and reduce operating costs. As a leading industry provider, Leica Geosystems Machine Control offers a comprehensive end-to-end service from initial consultation and evaluation through to installation, training and support for the widest range of machine control and positioning applications. Regardless the machine type, model or brand our customers use, we are committed to delivering best-in class products, comprehensive solutions and exceptional customer service for your needs — anytime, anywhere.