

**Meet Mary.**  
Bluebeam's  
Chief Sales  
Officer.



**Meet Ron.**  
Bluebeam's  
VP of  
Marketing.



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## **Mary Santoro elevated from within Bluebeam to lead sales and Ron Close joins from Graphisoft to lead marketing**

Pasadena, Calif. (Feb. 5, 2024) – [Bluebeam](#), a leading developer of solutions and services for architecture, engineering, and construction (AEC) professionals worldwide is welcoming two new talents into its leadership team to support the company's growing customer base and strategic markets.

- [Mary Santoro](#) has been promoted to Chief Sales Officer from her previous role as Vice President of Global Sales.
- [Ron Close](#) has joined Bluebeam as Vice President of Global Marketing from [Graphisoft](#), a leading Building Information Modeling (BIM) software solution and a part of the Nemetschek

Group.

Mary Santoro has led Bluebeam’s sales organization since June of 2021. During that time, she managed the global direct and indirect sales organizations in the Americas, Europe and Asia Pacific creating a collaborative and high-performing team. In her new role, Santoro will lead the execution of the overarching go-to-market strategy as Bluebeam heads into a new growth phase. She brings more than 30 years of sales success and sales leadership at companies such as analytics software company SAS and commercial real estate software company Altus Group.

Ron Close joins Bluebeam as the Vice President of Global Marketing, offering a wealth of experience and expertise in both the field of marketing and in the AEC industry. Close’s professional trajectory spans globally, having worked in marketing roles in countries extending from Japan to Hungary to the United States. With a rich blend of academic insight and practical industry experience, he has held pivotal marketing leadership positions at Graphisoft, Shapr3D, Dassault Systèmes, Autodesk, and Siemens.

“Mary and Ron play important roles in our ability to serve our customers and partners better,” said Usman Shuja, Chief Executive Officer at Bluebeam. “We want to enable our customers to succeed by delivering value and an exceptional experience. Both Mary and Ron exhibit a keen understanding of global market dynamics, leadership and operational principles to help us further grow the Bluebeam brand and reach new markets as well as continue to delight our users.”

Last month, [Bluebeam announced its intentions around AI and innovation](#) with plans to roll out new AI functionality in April of this year. To learn more about Bluebeam’s history of innovation and its latest AI developments, visit [www.bluebeam.com/AI](http://www.bluebeam.com/AI).

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## **About the Nemetschek Group**

The Nemetschek Group is a globally leading software provider for digital transformation in the AEC/O and media industries. Its intelligent software

solutions cover the entire lifecycle of building and infrastructure projects and enable creatives to optimize their workflows. Customers can design, build, and manage buildings and infrastructures more efficiently and sustainably and develop digital content such as visualizations, films and computer games more creatively. The software provider is driving innovations such as digital twins as well as open standards (OPEN BIM), and sustainability in the AEC/O industry, constantly expanding its portfolio by also investing in deep-tech startups. Currently more than seven million users worldwide are shaping the world with the customer-focused solutions of our four divisions. Founded by Prof. Georg Nemetschek in 1963, the Nemetschek Group today employs around 3,600 experts globally.

Publicly listed since 1999 and quoted on the MDAX and TecDAX, the company generated revenues amounting to EUR 801.8 million and an EBITDA of EUR 257.0 million in 2022.

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