



Key Account Manager (Singapore)

The Key Account Manager builds deep relationships with our Singapore customers to initiate and grow opportunities that are pivotal to Screening Eagle's growth and development.

What will you do

- Identify potential Screening Eagle customers in both the private and public sectors.
- Lead and grow a portfolio of accounts through strong engagement with key decision makers.
- Manage and build relationships with your clients at all levels.
- Develop a thorough understanding of Screening Eagle's products and services to coordinate pre-sales requirements.
- Develop value propositions and negotiate successfully to close deals.
- Manage and coordinate contract terms and conditions internally and externally.
- Coordinate across Screening Eagle's functional teams to meet the customers' product and service expectations.
- Provide a one-stop experience to customers for Screening Eagle's solutions.
- Meet sales quotas through identifying and gaining business from new and existing clients and ensuring customer's satisfaction.

What do we expect

- Three to five years account management experience, ideally in software and/or industrial sectors.
- A strong interest and understanding of the latest technology trends and business needs.
- Client-focused solutions experience.
- A proven ability to manage multiple projects and relationships simultaneously.
- Exceptional negotiation, communication, presentation and time management skills.

About the #EagleTeam

Screening Eagle Technologies | Proceq | Dreamlab

We are on a mission to protect the built world with software, sensors and data. We hire talented problem-solvers with bold ambition who share our passion for inspection technology to sustain mission-critical assets and infrastructure for future generations. Our culture is creative, innovative and inclusive. We are a fast-paced, product-driven, growth company headquartered in Switzerland with our Singapore technology hub and a global mindset looking to lead a digital revolution in inspection. Want to join the #EagleTeam?

Send your application to hr-dls@screeningeagle.com