



Business Development Manager, Singapore

The Business Development Manager (BDM) is leading the rapid adoption of Inspect in the market by identifying and acquiring new clients, driving engagement, and growing our user base of inspector professionals, government authorities and asset owners.

Success will be measured based on (1) number of new users, and (2) revenue vs. quota attainment.

Inspect is a cloud-connected project management and workflow software platform for inspection professionals and asset owners. Digital twin 3D inspection records mapped to location and time to deliver digital monitoring and predictive maintenance for mission-critical asset and infrastructure. Focus on field inspection not paperwork and democratize inspection data for decision making.

What will you do

The BDM will be responsible for driving the sales strategy for Inspect and reinforcing the value proposition, building supporting marketing, sales and enablement content, and presenting to internal stakeholders, customers, influencers, partners, and at key industry events.

The role involves working closely with members of marketing, sales, sales engineering, and product management. Strong experience in selling SaaS solutions into niche markets is essential.

A significant portion of this role will be customer facing. The right candidate will be able to articulate our solution, vision and value propositions and get an agreement from the customers on concrete technical and business proposals involving Inspect.

The BDM must also be able to demonstrate SET products in as much as they provide data to be used within Inspect, using high-value use cases to connect capabilities to business value propositions that are of relevance to the target audience.

Functional knowledge of the use of advanced SaaS platforms in the Civil Engineering sectors is a distinct advantage. The ability to quickly learn, understand and adapt to industry trends, strength and weaknesses of the competition, and our core value proposition will be critical to this role.

You must be passionate about technology and have strong written and verbal communication skills.

Responsibilities

- Drive the successful launch of Inspect while also being the solution subject matter expert for Inspect
- Develop and execute growth strategy focused both on financial and customer metrics
- Contribute to the creation and use of sales, marketing and enablement content as required
- Conduct research to map out new markets and customer needs
- Devise solution positioning strategies, demonstrate authoritative knowledge about the solution in front of potential customers, partners, and salespeople, listen carefully to feedback and pain points, and react to them in a mature and well thought out manner
- Demonstrate strategic fit of SET Inspect solution against customer pain points or business requirements and deliver strong business and technical solution proposals where alignment exists
- Deliver impactful presentations and software demonstration sessions to internal stakeholders and external audiences
- Speak authoritatively about competing products and be able to articulate SETs strengths and differentiation, point out weaknesses in competing products, and actively look for potential opportunities or threats
- Experience establishing value and translating this to effective technology-based demonstration use cases
- Provide trustworthy feedback and after-sales support
- Develop sales team and business network

What do we expect

- 5-10+ years in SaaS sales, sales engineering, product management or SaaS product marketing
- Proven ability to sell into a wide array of vertical markets with at experience in at least one of the following areas: civil/structural engineering, construction and construction engineering real estate, infrastructure, utilities, and local/federal government
- University degree in Engineering (Civil or Structural is a bonus) and further advanced business education (MBA) or relevant business experiences are required
- Willingness and ability to travel up to 75% domestically
- Proficiency in an CRM Software (e.g. SugarCRM)
- Communication and negotiation 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