



Corporate & Business Development Manager

The Corporate and Business Development Manager is responsible for identifying, originating and executing commercial partnerships, strategic initiatives and mergers & acquisitions. Reporting to the Chief Strategy Officer, the role works closely with senior management and business leaders across product, technology, sales and finance to drive opportunities to accelerate our growth.

What will you do

- Identify, champion and assist in the pursuit of market-changing growth opportunities to develop and deploy our platform solution in new industry verticals and applications.
- Analyze new markets and map the competitive landscape to help define new go-to-market initiatives, value propositions, pricing strategy and commercial plan.
- Collaborate with product management, technology, finance on pricing / deal structuring and ensure partnership deals are set up and implemented for long term success.
- Understand current and future industry/partner needs in the context of market dynamics and achieves a balance between long term growth & short-term revenue opportunities.
- Develop financial and valuation models for strategies and transactions and identify/assess opportunities and risks including financial, operational, and integration related.
- Work with business development leads for specific industry verticals including solution architects, customer success and service to develop enterprise partnership solutions.
- Develop strategic relationships in the relevant industries and markets; grow and cultivate our position within the technology industry and the

Construction and Inspection Tech ecosystem. Represent Screening Eagle in discussions with key partners.

- Lead required M&A project management and due diligence, assist in deal structure and tactical deal strategy, and participate in negotiations end-to-end to closure.
- Engage with C-Suite executives from companies of all sizes and present to SET senior management and Board of Directors to secure internal support for transactions.

What do we expect

- Always open minded for exceptional candidates.
- 5-10 years of experience in corporate development, business development, strategy consulting and/or investment banking. Preferably with technology company focus.
- University graduate from an accredited institution; advanced degree preferred, engineering/science and/or masters in business administration (MBA) or equivalent.
- Financial modelling, corporate finance and business planning experience.
- Analytical, data-driven thinker with articulate presentation and content creation skills.
- Highly effective at building collaborative relationships across our entire organization. Ability to work under high pressure and to meet deadlines.

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 and Malaga technology hub and a global mindset looking to lead a digital revolution in inspection. Want to join the #EagleTeam?

Send your application to
hr-europe@screeningeagle.com