



Senior Sales Executive - Inspect

The Sales executive drive our Eagle Inspect software sales and marketing in the DACH region together with the existing team. Develop innovative sales strategies, create compelling customer value propositions, and organize our sales for business development, solution sales and implementation. The person drives the market expansion and new customer segments. Elevate our existing customer dialogue and land and expand enterprise-level accounts with primarily Eagle Inspect but can value with our other software, sensors and solutions.

What will you do

- Pursue and build new business opportunities by engaging primarily Engineering and Construction companies
- Orchestrate- and build commercial opportunities by new biz in a completely new field
- Introduce Inspect to new customers in European International markets
- Engage at CXO level in prospective/existing customers with understanding of business drivers, pain points and inspection/maintenance landscape for large engineering firms and asset owners.
- 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.
- Global team collaboration with product management, strategy and marketing to drive growth.

KPI's

- Business Development Targets – # active PoCs and # net new subscribers (to be defined)
- Financial target – revenue Eagle Inspect (to be defined)
- Customer applications / case studies – 1 per month; build application database

What do we expect

- Experience in selling software to the AEC industry or assets owners.
- German and English speaking
- High energy and drive
- You can see yourself as a primarily hunter profile

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