



Business Development Manager - Inspect

Are you someone passionate about technology? Would you like to be part of a rapidly growing company? In this role, you will be responsible **for developing innovative sales strategies** by creating compelling customer value propositions, and organizing our sales for business development, solution sales and implementation. You will work closely with the Product management, Strategy, and Marketing team to grow the business network in the **DACH region**. We look for elevating our existing customer dialogue and land and expands 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 AEC companies (Architecture, Engineering and Construction)
- 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.

What do we expect

- Experience in selling software
- Selling to the AEC industry or assets owners is preferred but not a requirement
- Fluent in **German** and English
- High energy and drive
- Strong communication and negotiation skills
- You can see yourself as a primarily hunter profile
- Candidates can be based in DACH region or remote

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