



Business Development Manager Eagle Inspect, US

Screening Eagle Technology (SET) is the global leader in Inspection Tech that works with a global ecosystem of partners and customers to protect the built world with software, sensors, and data. Our launch of Screening Eagle Inspect is our first pure software push into the market as we have clearly identified a paper-based time intensive process where the application of technology through a digital platform can rapidly transform the workflows and asset health for inspectors, asset owners and regulatory bodies simultaneously.

Screening Eagle Inspect is our software platform that brings in data generated through the asset inspection process, into a single solution to facilitate awareness about the current state of a given asset. This data includes images, customizable input fields, data from the collaboration process in the form of notes, voice memos and data collected with our sensors etc. Unifying all data creates opportunities to digitize and simplify the current paper-based reporting process used globally by inspectors, regulators and asset owners and to collect data in a structured fashion to build up A.I. supported condition assessment.

The Role

The role of the Business Development Manager (BDM) Eagle Inspect is to accelerate the growth and rapid adoption of this solution as a commercial platform/standard to bring inspection data to an ecosystem of users that includes inspectors, asset owners, regulatory bodies and others.

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

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

- Develop a growth strategy focused both on financial gain and customer satisfaction
- Conduct research to identify new markets and customer needs
- Arrange business meetings with prospective clients
- Onboard on clients
- Promote the company's products/services addressing or predicting clients' objectives
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with new and existing customers
- Develop salespeople

What do we expect

- Minimum 7+ years' experience as a business development manager, sales executive or a relevant role
- Experience with SaaS based Enterprise Software are a plus
- Experience in customer support is a plus
- Proficiency in MS Office and CRM software (e.g. SugarCRM)
- Willingness and ability to travel up to 75% domestically
- University degree in Engineering (Civil or Structural is a bonus) and further advanced business education (MBA) or relevant business experiences are required
- Market knowledge
- Communication and negotiation skills
- Ability to build rapport
- Time management and planning skills
- Languages: English and Spanish

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-dle@screeningeagle.com