



Government Relations Manager

The candidate will identify, develop and manage strategic partnerships with Singapore government bodies and Institutes of Higher Learning (IHL) that are relevant to the research, development, testing and commercialisation of Screening Eagle Technologies' products.

What will you do

- Forge ecosystem collaborations and partnerships between government agencies and IHL by taking the lead in engaging strategic discussions to understand key problem statements, organization requirements, technological gaps and trends.
- Work with internal teams across Screening Eagle Technologies on partnership proposals.
- Relations management of key government collaborators and IHL.
- Lead and manage research proposals and contract negotiations.
- Play an active role in presenting Screening Eagle Technologies capabilities to key guests in large scale international events.

What do we expect

- Bachelor of Engineering (Civil, Mechanical Electrical, Computer Engineering, Information Technology or related fields).
- Minimum 5 years of relevant experience in strategic account management within the ICT industry or minimum 10 years of experience in technology sector with solid business acumen in a B2B environment.
- Solid contacts with government bodies and IHL.
- Possess excellent technical skills, be up to date with industry trends and needs, and have a proven ability to map the R&D landscape.
- Suggest solutions and innovative ideas to drive collaboration.
- Liaison between strategic collaborators and internal teams.
- Excellent communication, interpersonal and presentation skills with an aptitude for building strong relationships.
- Excellent negotiator with a problem-solving attitude.
- Good commercial acumen and confidence in dealing with organizational influencers and decision makers.

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