

## Business Development Manager – Digital Twin

 **Location:** Poland – Hybrid / Toruń (to be determined)

 **Employment Type:** To be determined (B2B contract / employment agreement)

 **Company:** DBR77 – Transforming industry through digital innovation

DBR77 is a cutting-edge technology company specializing in advanced digital solutions for the industrial sector. We combine Digital Twin, IoT, AR/VR, and an automation & robotics marketplace platform to help our clients optimize processes, boost efficiency, and build competitive advantage. We're looking for an experienced Business Development Manager to drive the growth of our solutions in both domestic and international markets.

### Role Overview

As a Business Development Manager, you will:

- Develop and maintain relationships with industrial clients
- Identify their needs for digital transformation
- Craft value propositions based on Digital Twin, data analytics, and IoT solutions
- Serve as the strategic bridge between technology and business, building long-term partnerships

### What We're Looking For

 Minimum 5 years' experience selling industrial technologies (e.g., MES, ERP, CAD/CAM software, process optimization, IT consulting)

 Familiarity with Digital Twin, IoT, Big Data, and AR/VR solutions

 Proven ability to engage C-level executives and define Go-To-Market strategies

 Deep understanding of Industry 4.0 trends and translating them into business recommendations

 Fluent English; German language skills are a plus

 Technical degree (preferred fields: Computer Science, Automation, Production Engineering)

 Experience with Siemens, Dassault, NVIDIA, or Rockwell platforms is a bonus

 Proficiency with CRM tools, MS Office, and willingness to travel (valid B-class driver's license)

### What We Offer

 Opportunity to implement innovative solutions for industry leaders

 Real impact on global Industry 4.0 projects

 Collaboration in a dynamic, interdisciplinary expert team

 Flexible work model (hybrid / remote / on-site – to be agreed)

 Support for professional development and access to state-of-the-art technology

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 **Interested?**

Send your CV to [hr@dbr77.com](mailto:hr@dbr77.com) by **May 20, 2025**. Please use the email subject:

Business Development Manager – Digital Twin – [Your Name]

 **Please include the following consent clause in your application:**

*“I consent to the processing of my personal data contained in the submitted application documents by DBR77 for the purpose of recruitment for the position specified in this advertisement.”*

 Join DBR77 and help us shape the future of industry!