

Business Development Manager (Junior)

Location: Hybrid / Toruń / All Poland

Employment Type: To be determined (B2B contract / employment agreement) Industry: Automation, Robotics, Industry 4.0

III About DBR77

DBR77 is a leader in industrial digital transformation. Our platform connects manufacturers with cutting-edge automation, robotics, Digital Twin, and IoT solutions. We help companies optimize production processes, boost efficiency, and accelerate innovation. We're inviting a Junior Business Development Manager to join our team, dive into modern industrial technologies, and play an active role in shaping the future of industry.

8 Role Overview

As Junior Business Development Manager, you will support the growth of our industrialclient relationships by:

- Diagnosing production-floor needs and recommending appropriate technological solutions
- Building and nurturing relationships with manufacturing sites, distribution centers, and warehouses
- Collaborating with stakeholders on their digital-transformation roadmaps
- Crafting value propositions based on our automated planning and data-analytics tools
- Monitoring market and technology trends and translating them into product and business recommendations
- Preparing sales proposals and implementation strategies using the DBR77 marketplace
- Working alongside business partners—robot manufacturers, machine builders, and system integrators
- Participating in marketing and sales events: trade shows, conferences, webinars

🎓 What We're Looking For

• A positive, energetic approach and ease in interpersonal communication

Technical or related degree (preferred fields: Automation, Robotics, Mechanical Engineering)

Familiarity with Industry 4.0 trends and a desire to grow in modern industrial technologies

- Bonus: knowledge of Digital Twin, IoT, data analytics, or AR/VR solutions
- Ability to build lasting client relationships
- Proficiency in English; German or another language is a plus
- Bonus: experience selling industrial technology solutions
- → Valid B-class driver's license and willingness to travel

What We Offer

Hands-on involvement in dynamic automation and digitalization projects
Opportunity to gain experience in a cutting-edge tech environment

- Development of both business and technical skills alongside DBR77 experts
- Flexible work model (hybrid / remote / on-site to be agreed)
- Training and career-growth support in Industry 4.0
- 💛 Networking with industry leaders and global technology partners

Interested?

Send your CV to hr@dbr77.com by May 20, 2025, with the email subject:

Business Development Manager (Junior) - [Your Name]

V Please include this 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."