



Business Development Manager – Digital Twin (Junior)

 **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 firm specializing in advanced digital solutions for the industrial sector. We integrate Digital Twin, IoT, AR/VR, and an automation & robotics marketplace platform to help clients optimize processes, boost efficiency, and build competitive advantage. We're expanding our sales team and invite an ambitious individual to join us as a **Junior Business Development Manager**, eager to grow in the field of modern industrial technologies.


Role Overview


As a Junior Business Development Manager, you will:


- Support the growth of client relationships in the industrial sector
- Identify client needs around digital transformation and automation
- Develop value propositions based on Digital Twin, IoT, and data analytics
- Collaborate with DBR77's experienced experts to learn sales and implementation strategies


What We're Looking For


 ≥ 2 years' experience selling IT or industrial technology solutions (e.g., MES, ERP, CAD/CAM, process optimization, IT consulting)


 Basic understanding of Digital Twin, IoT, Big Data, and AR/VR concepts


 Ability to build lasting client relationships and engage business decision-makers

 Skill in crafting solution proposals based on market data and client needs

 Advanced English; German is a plus


 Technical or related degree (e.g., Computer Science, Automation, Engineering)


 Proficiency with CRM systems and Microsoft Office


 Willingness to travel (valid B-class driver's license required)


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


What We Offer

 Introduction to the latest industrial technologies and real impact on innovative solutions

 Learning and growth opportunities in Industry 4.0, including Digital Twin and IoT

 Work alongside seasoned specialists who will mentor and support your career growth

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

 Access to state-of-the-art tools and participation in projects with industry leaders


Interested?

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

Business Development Manager – Digital Twin (Junior) – [Your Name]

 **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.”

 Join DBR77 and help us build the industry of the future!