

Business Development Manager

Location: Hybrid / Toruń / All Poland

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

Findustry: Automation, Robotics, Industry 4.0

Company: DBR77 – Driving Industry's Digital Transformation
DBR77 is a leader in industrial digital transformation. Our platform connects manufacturers with providers of cutting-edge automation, robotics, Digital Twin, and IoT solutions. We help companies optimize production processes, boost operational efficiency, and accelerate innovation roll-out. We're growing rapidly and seeking an experienced Business
Development Manager to join our sales team.

Role Overview

As a Business Development Manager, you will:

- Develop and nurture relationships with industrial clients
- Provide technology advisory and plan deployment strategies
- Prepare commercial proposals and collaborate with strategic partners
- Represent DBR77 at industry events and trade shows

What We Expect

- ✓ 4–5 years of experience selling automation or industrial robotics solutions
- Deep understanding of the sales cycle for complex technology systems (machines, production lines, robotic applications, automated warehouses)
- Ability to engage and advise stakeholders at both operational and executive levels (production, technology, investment)
- Proven experience crafting Go-To-Market strategies and deployment roadmaps based on market insights
- Talent for building strong, long-term client relationships—including C-level engagement
 Hands-on approach to creating business value within the Industry 4.0 context
- Proficiency with CRM systems and Microsoft Office
- Technical degree (preferred fields: Automation, Robotics, Mechanical Engineering) and experience in Industry 4.0 projects
- ✓ Excellent English; German or another additional language is a plus
- ✓ Valid B-class driver's license and willingness to travel
- Familiarity with technologies such as Digital Twin, IoT, Big Data, AR/VR is an advantage
- Positive attitude, high engagement, and strong interpersonal skills

What We Offer

Collaboration with leading automation and robotics market players

Participation in digital-transformation projects for key industrial sectors

Real influence on the development roadmap of DBR77's solutions

Partnership with global robot manufacturers, machinery builders, and system integrators





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

Professional growth opportunities within a dynamic expert team

Representation of DBR77 at trade fairs, conferences, webinars, and industry events

Interested?

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

Business Development Manager – [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 digital future of industry!

