For our Client – a global leader in retail technology and security solutions – we are seeking an experienced and ambitious Business Development Manager.

In this role, you will act as a key strategic bridge between our Client and major retail players as well as retail suppliers/manufacturers. You will be responsible for driving business growth through the sale of high-security loss prevention solutions.

If you have a proven track record in B2B sales within the retail ecosystem and thrive in a dynamic, international environment, this opportunity is for you!

Business Development Manager (Retail & Supplier Solutions)

Nr ref.: 50/10/2026/AS/270793/jobs.pl Poznań (wielkopolskie)

What you can expect from us?

- Employment in an international, global technology company with a leading market position
- Comprehensive non-wage benefits package (or employee benefits package)
- Highly autonomous role with a real impact on business growth in Poland
- Necessary working tools including company car, laptop, and smartphone
- Opportunities for professional development and international training programs

Employment agency entry number 47

this job offer is intended for people over 18 years of age

What will your tasks involve?

- Actively prospecting and acquiring new clients in the retail sector and among retail suppliers while expanding business within existing key accounts
- Understanding client-specific pain points and offering tailored loss prevention and security solutions
- Building, maintaining, and strengthening long-term, trust-based relationships with executives and local decision-makers
- Managing product/service mix, pricing, and sales margins in alignment with business goals and market development strategies
- Monitoring market trends, competitor activities, and industry developments to adapt sales strategies and capitalize on new opportunities
- Maintaining accurate sales records, pricing databases, and regular pipeline reporting
- Participating in local and international trade fairs, product launches, and promotional events to evangelize the market and promote company solutions
- Regularly visiting clients across Poland (minimum 50% of work time) and occasionally attending international meetings and trainings within Europe

What we expect from you?

- Minimum 10 years of professional experience

- Experience in the retail industry, with proven success selling solutions directly to retailers or suppliers to retail (FMCG/CPG manufacturers)
- Experience with retail security, loss prevention, or related technical solutions is highly desirable
- Strong background in both strategic account management and cold new client acquisition, with excellent negotiation and presentation skills
- In-depth understanding of the Polish retail market landscape
- Native or fluent Polish and good command of English
- Willingness to travel frequently across Poland with an active driver's license
- Comfort with IT tools, CRM software, and technical solution concepts
- University degree (Bachelor’s degree or equivalent)