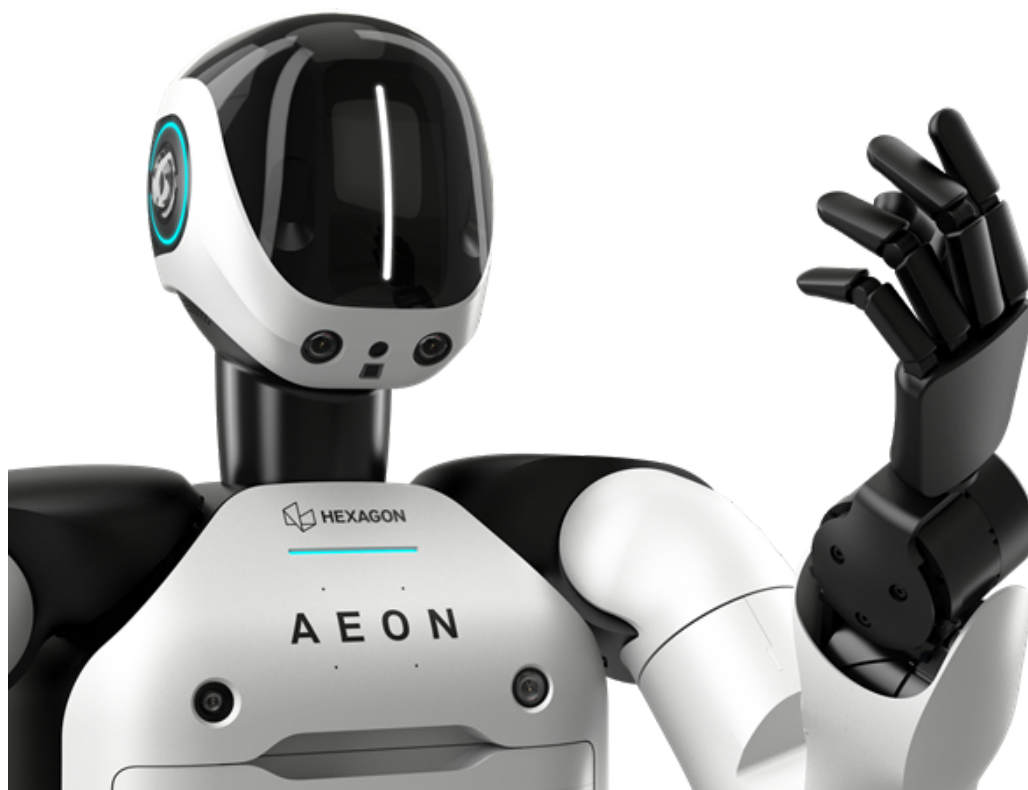




Business Development Manager (f/m/d)

100% Zürich

Hexagon Robotics is a division of Hexagon – a global leader in precision measurement. The division develops humanoid robots for industrial sectors to address labor shortages and accelerate the transition from automation to autonomy. Our first humanoid, AEON, was launched in June 2025 and is already in pilots with five customers.

We are looking for a **Business Development Manager** to build and advance strategic customer opportunities for humanoid robotics in industrial environments. In this role, you will work with senior stakeholders at prospective customers, qualify business potential, shape the commercial path and partner closely with Application Engineering to turn real customer pain into well-scoped early programs and opportunities. We operate in long-cycle, multi-stakeholder enterprise projects where technical credibility, internal coordination and disciplined judgment matter as much as persuasion. You will help build the customer base, the commercial system, and the category at the same time.

Your Mission

- Build and advance a pipeline of strategic customer opportunities aligned with our ideal customer profile
- Identify target accounts, use cases, and stakeholder maps in prioritized verticals
- Lead account strategy, relationship development, and commercial progression

Your Skillset

- Bachelor's or Master's degree in Business Administration, Engineering, Robotics, Industrial Automation, Computer Science, or a related field, with a strong foundation in both commercial strategy and technical systems
- Minimum of 5 years of Experience in robotics, industrial automation,

- Work closely with Application Engineering and Delivery Program Management to qualify use cases and shape technically credible programs
- Drive customer discovery around pain points, value drivers, deployment logic, and buying process
- Build conviction across multiple stakeholder groups including operations, engineering, innovation, procurement, and leadership
- Shape commercial proposals and Early Access Program agreements in partnership with internal teams
- Negotiate scope, timing, commercial principles, and path-to-pilot with customers
- Maintain clear opportunity plans, next steps, and risk visibility internally
- Coordinate internal resources to advance opportunities towards closing
- Contribute field insight to pricing, vertical strategy, and go-to-market development
- Help refine the commercial system, from qualification discipline to account planning to execution handoff
- manufacturing technology, AI systems, or other technical B2B categories ideally within hardware and software
- Minimum of 5 years of Experience selling into industrial enterprises, OEMs, Tier 1s, logistics, or advanced manufacturing environments
- Experience with pilots, PoCs, early access programs, or new category creation
- Familiarity with navigating technical, legal, and commercial complexity in pre-scale organizations
- Experience in business development, enterprise sales, strategic accounts, or commercial roles in complex technical environments
- Strong ability to navigate long-cycle enterprise opportunities with multiple stakeholders
- Excellent commercial judgment and deal discipline
- Ability to work effectively with technical teams and translate between business and engineering realities
- Strong communication, executive presence, and relationship-building skills
- Comfort operating in an early-stage environment with evolving products and processes
- Bias toward building repeatable systems, not just closing individual deals

What You'll Get

- Flexible working hours and a hybrid model for real work-life balance
- Generous vacation: 25–30 days depending on age
- CHF 500 mobility credit for sustainable commuting
- Bonus system & strong pension contributions
- Tailored training & development opportunities
- Relocation support for a smooth start
- Discounts on health, mobility & entertainment
- Team events and a flat hierarchy where your voice counts
- A warm, international culture built on respect and collaboration

Great robots need great people.

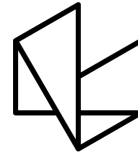
Apply Now

Contact

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HEXAGON

Hexagon Robotics

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