



Business Development (f/m/d)

Permanent employee, Full-time in Osnabrück, Germany

About Nature Robots

Nature Robots is a disruptive robotics and AI startup dedicated to transforming agriculture through innovation. We are committed to developing cutting-edge solutions that support regenerative and sustainable farming practices, addressing the challenges posed by climate change, population growth, and the need for local food production.

The Opportunity

As **Business Development Manager**, you will play a critical role in shaping our market strategy, driving partnerships, and scaling our impact. This is a unique opportunity to join a growing startup, work with cutting-edge AI and robotics technology, and make a real difference in the future of farming. Join us in creating technology that empowers farmers and enhances sustainable food production.

Your Role

- You develop and scale our **B2B sales** (sales funnel) in close coordination with management and technology.
- You identify and prioritise **new markets, use cases and OEM partners** in the field of agricultural robotics.
- You support the implementation of our customer projects from **pre-sales to integration**.
- You prepare materials for pitches, trade fairs and key accounts
- You conduct **market analysis** to identify new trends and business opportunities in agri-robotics
- You develop and optimize our **sales & business model**
- You drive the development of a data-driven CRM process.
- Represent the company at **trade fairs, conferences, and networking events**
- Work closely with the product and technology teams to **enhance our solutions**




What you bring

- **Experience in Business Development, Sales, or Strategic Management** (ideally in agri-tech, robotics, or AI) preferably with a background in **industrial engineering**
- Experience in technical sales, preferably related to mechanical engineering, robotics or agricultural engineering.
- **Passion for technology & innovation** – you can explain complex solutions in a simple way
- **Network in the agricultural or robotics industry** is a plus
- **Proactive & entrepreneurial mindset** – you recognize opportunities and take action
- Strong communication and negotiation skills in **English & German**
- **Analytical thinking & hands-on mentality**

Our offer

- A meaningful role in a pioneering agri-tech startup making a real-world impact.
- We offer challenges every day and organic growth opportunities as the company scales.
- Corporate benefits, such as Gym memberships, etc. (HanseFit).
- 30 vacation days, flexible hours and hybrid solutions.
- Work in an agile and iconic environment, the Coppenrath Innovation Centre (CIC) close to Osnabrück Main Station and at our external test facility in Bohmte.

 **Interested?** Send us your motivational letter, CV and portfolio at career@naturerobots.com 