

**Secoya Technologies** is an innovative company, founded in 2019 as a spin-off from ULB. Based in **Louvain-La-Neuve**, Secoya Technologies develops and commercializes unique technologies and equipment for the research and production of (bio)-pharmaceutical products. Their mission is to adapt industrial process equipment to the best scale in order to optimize, fluidify and control research and production processes.

The company collaborates with big pharma, biotech and life sciences world-class players. For more information, please visit their website: <https://www.secoya-tech.com/>

To support Secoya Technologies' growth, we are looking for a Senior **Sales Lead (M/F)**.

## Senior Sales Lead (M/F)

### RESPONSABILITIES

As a Senior Sales Lead in direct collaboration with the Technical Sales Lead, the CEO and the scientific team, you will participate in the development of Secoya Technologies' business by leading the commercial strategy and developing strategic partnerships, on an international scale.

Your main responsibilities are as follows:

- Lead sales activities with Technical Sales Lead, from **prospecting** to **lead generation**, including **quotation** follow-up and contract **negotiation**.
- Lead the **identification** and **evaluation** of **new business opportunities** within the pharmaceutical industry, including partnerships and distribution agreements.
- Develop and implement innovative **commercial strategies** to drive revenue growth.
- Work closely with the CEO and scientific teams to align business development initiatives with the company's objectives.
- Carry out **market research** and **competitive analysis** to identify trends, opportunities and risks in the pharmaceutical sector.
- Keep abreast of **industry developments**, emerging technologies, current regulations or regulatory changes.
- Represent Secoya Technologies at conferences, trade shows and events in order to increase the company's visibility and establish strategic partnerships.

## PROFILE

- You have a Master degree in a scientific field or equivalent through experience.
- You have between 5 and 10 **years' experience** in business development and sales activities in the pharma equipment industry.
- You have in-depth knowledge of the pharmaceutical market.
- You have excellent communication and interpersonal skills.
- You are autonomous and organized, with a strong entrepreneurial and analytical spirit.
- You are fluent in English (French is a plus).
- You are ready to travel (**30%**) to meet customers, attend industry events and visit partner sites.

## OFFER

- A central and strategic business development & sales role in the company.
- Working in a dynamic and constantly evolving environment.
- The opportunity to join a fast-growing, high-impact company.
- A permanent contract with an attractive salary package.

## INTERESTED?

Please, send your CV and covering letter at [recruitment@pahrtners.be](mailto:recruitment@pahrtners.be).

YOUR APPLICATION AND  
RELATED INFORMATION WILL REMAIN  
STRICTLY CONFIDENTIAL.