

PEPITe is a high-tech company based in Liège, Belgium, at the forefront of **artificial intelligence solutions for the process and manufacturing industries**. As a global leader in AI, PEPITe focuses on driving sustainable development by helping companies reduce their environmental footprint and optimize operational efficiency through advanced AI technologies.

**Innovation, Excellence, and Environmental Responsibility** are at the core of PEPITe's mission.

For more information, please visit their website : [www.pepите.com](http://www.pepите.com)

To support PEPITe's growth, we are currently looking for a (m/f) :

## Business Developer (M/F)

### RESPONSIBILITIES

As a Business Developer at PEPITe, you will play a key role in expanding DATAMAESTRO, their AI software platform within the industrial sector. As part of the Sales team, you will be responsible for **building relationships with new clients in various industrial sectors and markets**.

Your main responsibilities are:

- **Acquire new clients** by identifying business opportunities and leading the sales process to completion. As a real "hunter", your main focus will be growing new business for PEPITe.
- **Manage client relationships** by understanding their needs and providing tailored solutions.
- **Develop customer accounts**, ensuring that they extract maximum value from DATAMAESTRO software across all their activities and possibly their different production sites.
- **Collaborate with the technical team** to ensure a thorough understanding of the solutions and their alignment with client needs.

You are also expected to contribute to the following tasks:

- **Development of the commercial strategy** and the monitoring of PEPITe's product roadmap, analyzing the market to identify trends and areas for growth within the industrial sector.
- **Establish strategic partnerships** to strengthen PEPITe's market presence, create beneficial synergies and conclude new commercial deals.
- **Generate sales forecasts** and provide regular reports on business development activities.
- **Strategically position** PEPITe in the market by contributing to marketing initiatives and promotional content creation.

## PROFILE

- You have **experience and interest in the industrial sector** and understand its challenges.
- You hold a Master's degree in Engineering with strong business acumen or Business Engineering.
- You have a **proven track record in business development** within Operational Technology (OT), industrial processes, or continuous improvement.
- You are willing to apply your previous experience and build a commercial organization, of which it is destined to become a pivotal element.
- You are familiar with the industrial software market; knowledge of the Benelux market would be a plus.
- You can reach short-term commercial objectives and contribute to medium-term strategic opportunities and longer-term business development.
- You are a real problem-solver, with strong analytical skills, able to offer clients' the best solutions and contribute to updating the strategy for PEPITe, and the product roadmap.
- You possess excellent skills in analysis, problem-solving, and negotiation.
- You speak fluently English; knowledge of Dutch would be fantastic.
- You share values linked to respect for the environment and new modes of governance (business for good).

## OFFER

- The opportunity to work on cutting-edge AI technologies with international reach and applications across various industries.
- A dynamic role within a passionate team in a pragmatic and collaborative environment.
- Continuous professional development in a growing SME.
- A permanent contract with a competitive compensation package (including a fixed and variable portion, with additional benefits based on experience).

## INTERESTED ?

Please send your CV together with an adapted cover letter to [recruitment@pahrtners.be](mailto:recruitment@pahrtners.be).

YOUR APPLICATION AND

**pahrtners**

RELATED INFORMATION WILL REMAIN  
STRICTLY CONFIDENTIAL.