



BE A PART OF OUR TEAM

PARTNERSHIP MANAGER

Hybrid, Liège, Belgium | Full-Time Job

A person in a red shirt and blue pants is climbing a dark, textured rock face against a clear blue sky.

Join Us.

About PEPITe:

PEPITe is a high-tech company headquartered in Liège, Belgium, specializing in advanced analytics for process and manufacturing industries. Our mission is to help businesses optimize their operations, improve efficiency, and achieve sustainability goals through data-driven solutions.

As part of our growth, we are seeking a Partnership Manager to strengthen our channel and strategic partner ecosystem.

Your Role Defined:

Your mission will be to develop and manage tactical and strategic partnerships to expand PEPITe's market reach and enhance our business impact.

Key Responsibilities:

Channel & Reseller Management:

- Develop and maintain a strong network of resellers, distributors, and system integrators
- Provide partner onboarding, training, and enablement
- Define and implement joint Go-to-Market (GTM) strategies
- Lead co-marketing campaigns to generate demand
- Track partner performance using KPIs

Strategic Partnerships & Alliances:

- Establish technology alliances to enhance PEPITe's offerings
- Identify opportunities for integration and co-development
- Engage with industry associations and key stakeholders
- Drive market intelligence and competitive analysis
- Ensure regulatory and compliance alignment

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Your KPIs:

- Revenue growth through indirect sales
- Number of active and engaged partners
- Pipeline contribution from partnerships
- Partner training and certification success
- Customer satisfaction and retention via partners

Who you are:

Education:

- Master's degree in business, engineering, or related field

Experience:

- Proven track record in partnership development & business growth
- Strong understanding of channel management, GTM execution, and strategic alliances

Key skills:

- Sales & business development through partners
- Negotiation & contract management
- Strategic thinking & tactical execution
- Go-to-Market strategy & co-marketing
- Performance tracking & KPI management
- Financial acumen (ARR, EBITDA, pricing strategies, margins, etc.)
- Fluent in English & French (other languages are a plus!)

Soft skills:

- Excellent communication & relationship-building abilities
- Entrepreneurial mindset, self-driven, and proactive
- Strong cross-functional collaboration across sales, marketing, and technology teams
- High integrity and ethics



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Why Join PEPITe?

- Flexible Work – Hybrid position with flexibility
- Professional Growth – Work in a cutting-edge field with learning opportunities
- Dynamic Team – Join a fast-growing company making an impact
- Innovation at Scale – Help build a global partner ecosystem

Ready to take on this challenge?

How to Apply:

1. **Submit Your Application:** Send your resume and cover letter to partnership-manager@pepите.com.
2. **Skill Assessment:** Shortlisted candidates will undergo practical skill assessments.
3. **Interviews:** Successful candidates will be interviewed by our CEO and senior management team.
4. **Trial Period:** Approved candidates will enter a 3-month trial period.

If you're ready to make an impact and grow with us, apply now! Good luck, pineapple!

#Job #PartnershipManager #Hiring #BusinessDevelopment #AdvancedAnalytics #Sales #Tech