



BE A PART OF OUR TEAM

TECHNICAL SALES / SALES ENGINEER

📍 Liège, Belgium | Full-Time Job

Join Us.

About PEPITe:

PEPITe is a high-tech company based in **Liège, Belgium**, at the forefront of **advanced analytics and AI** for the **process and manufacturing industries**. Our mission is to help companies **optimize their operations**, **enhance energy performance**, and **reduce their environmental footprint** through data-driven innovation.

We are a team driven by **innovation**, **excellence**, and **environmental responsibility**.

Your Role Defined:

As a **Technical Sales / Sales Engineer**, you will play a central role in expanding the reach of **DATaMaestro**, our advanced analytics platform, across various industrial markets. You will be responsible for **developing new business opportunities**, managing the full **sales cycle**, and engaging with **key decision-makers** within industrial organizations.

You will serve as a trusted advisor, aligning customer needs with our analytics solutions and supporting the broader business development strategy.

Key Responsibilities:

- **New Business Acquisition** – Identify and pursue new commercial opportunities, lead the full sales process, and grow our client portfolio.
- **Solution Pitching** – Deliver compelling product demos and sales presentations to key stakeholders (plant managers, process engineers, IT/OT managers).
- **Sales Cycle Ownership** – Manage the end-to-end sales journey: from lead qualification to proposal, negotiation, and closing.
- **Client Relationship Management** – Build long-term relationships and position PEPITe as a reliable partner across a range of analytics use cases.
- **Sales Forecasting** – Prepare sales forecasts and maintain reporting of business development activities.
- **Strategic Positioning** – Contribute to marketing initiatives and content development to reinforce PEPITe's visibility and brand.



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Your Profile

- Proven experience in the **industrial sector** and strong interest in **OT, automation, and industrial processes**
- Familiar with **industrial software markets** (Benelux and French markets are a plus)
- Skilled in both **short-term commercial execution** and **medium-term strategic thinking**
- Excellent communicator, able to engage plant managers and technical teams with tailored solutions
- Knowledge of **lead generation tools**
- Fluent in **English** (Dutch is a strong asset)
- Motivated by **sustainability, innovation**, and "**business for good**" models
- Able to **negotiate, close deals**, and deliver results
- Strong team player with a collaborative spirit
- Willingness to **travel regularly** (mainly within Benelux and France)

Why Join PEPITe?

- **Cutting-Edge Solutions** – Work with international clients and innovative AI-driven technologies
- **A Meaningful Mission** – Help industries reduce energy consumption, lower costs, and enhance sustainability
- **Collaborative Team Culture** – Join a motivated and pragmatic team that values impact
- **Continuous Learning** – Grow within a company that values knowledge and development
- **Permanent Contract & Benefits** – Competitive compensation package (fixed + variable) tailored to your experience

Ready to take on this challenge?

- Apply now, send your resume and cover letter to sales-engineer@pepите.com
- Successful applicants will be contacted for interviews with the team.

PEPITe is committed to diversity and inclusion. We welcome applicants from all backgrounds and experiences.