

Sales Development Intern

 Lunaphore Technologies SA

 Tolochenaz (Vaud), Switzerland

Job title: Sales Development Intern

Reports to the: Sales Development Representative

Activity rate: Full-time (100%)

Type of contract: Internship

Start date: Asap

Duration: Determinate (6 months)

About our company

Lunaphore Technologies is a company born with the vision of accelerating cancer research, by making spatial biology mainstream in every research laboratory. We build solutions that simplify technology adoption for discovery and translational research laboratories and empower researchers to develop better targeted treatments for cancer and other diseases. Lunaphore is seeking a highly motivated candidate to join our team and contribute directly to the development and growth of the company.

Job overview

We are looking for a 'Sales Development Intern' to provide vital sales development support to Lunaphore Technologies' commercial organisation, ready to join a hard-working team, passionate about taking Lunaphore to the next-level.

Responsibilities and duties

- Generate new lists of prospects.
- Initiate and follow-up with prospects via cold calls, emails and platforms such as LinkedIn to develop interest in Lunaphore's technology and product portfolio.
- Qualify inbound leads according to the Lunaphore lead qualification process.
- Effectively communicate Lunaphore's value proposition and both functional and technical content to basic and translational research customer segments, CRO, Biopharma as well as related industries where a potential fit for Lunaphore's technology has been identified.
- Update prospect information and sales activities on Lunaphore CRM systems.
- Provide Sales Specialists with detailed notes on prospect interaction and deal insights to ensure the opportunity is understood, and next steps are clearly defined during Sales Qualified Lead handover.
- Support Sales Specialists by participating to some customer meetings.
- Generate offers based on customer needs.

- Create sales material in collaboration with Marketing department.
- Report progress on a regular basis to the Sales Development Representative.

Required qualifications

- Ongoing or completed Master's degree in engineering, business or biological sciences.
- A preliminary working experience in a commercial organization in the Life Science/Diagnostic tools and services provider.
- Fluent English speaker, additional languages are a plus.

Required soft skills

- Excellent communication skills, both oral and written.
- Organizational skills and attention to detail.
- Ability to interact and work in a team.
- Capacity to adapt in a constantly changing environment.
- Self-motivated person with a taste for challenge.

We offer

- A position in a young and strong-growing high-tech company that enables you to learn, improve and quickly gain responsibilities.
- A diverse and international working environment with a strong network.
- Company-wide frequent team events.
- Possibility of teleworking.

Lunaphore provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age or disability.


How to apply

Send your complete application through human.resources@lunaphore.com


Applications from Non-EU/EFTA nationality holders

Non-EU/EFTA nationals are subjected to restrictions/conditions from the Swiss government. For this reason, we will privilege CH/EU/EFTA candidates.

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