



## Business Development Internship

Anaquant is a private Contract Research Organization (CRO) specialized in protein quantification and identification by Mass Spectrometry in the life science industry. The company benefits of leverages proprietary technology and more than 15 years of experience of the laboratory's team with pharmaceutical and biotechnology companies supporting their drug development. As expert and trusted partner, Anaquant provides customized services to pharmaceutical and biotech companies during R&D phases and bioproduction process of bio-therapeutics development.

The company was founded in 2014 under the leadership of its CEO, Tanguy Fortin. Anaquant now employs 7 young and dynamic people, all experts in protein analysis. Located closed to Lyon in the "Institut des Sciences Analytiques", Anaquant also benefits from the knowledge of its surrounding research laboratories.

### INTERNSHIP DESCRIPTION

In order to strengthen its current markets and to develop new opportunities, Anaquant is looking for an intern to integrate its business development team. Following a scientific training and, a training on the tools and processes, the intern will have to conduct the following missions:

- Strengthen the commercial activities in well-known geographic areas
- Directly contact Leads and Prospects
- Manage marketing and communication tools
- Curate and manage the CRM
- Expand the market of Anaquant in new countries

He/She will also participate to any meetings and activities related to his/her team.

### REQUIREMENTS

- At least 6 months of internship, approved by a formation
- Education: At least a Licence/Master degree in Biology/Biotechnology or equivalent
- Basic knowledge in sales/marketing (not mandatory)
- Languages: French, English (B2 level and +), another European language is a plus
- Being rigorous, autonomous and optimistic
- And most importantly: to know how to smile!

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#### Company

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SAS au capital de 15000€



## AROUND THE INTERNSHIP

If you are looking for an internship to learn how to sell high added value proposition, we want to hear from you! Besides from understanding the sales cycle of a B2B offer, you will get a solid business development experience in a startup.

If you are motivated to overcome the challenge, do not hesitate to send a nice email with your CV and cover letter (not your classical template, try to show that you already have a look into our company and what we do 😊).

Contact at: [RH@anaquant.com](mailto:RH@anaquant.com)