

JOB OPENING

Sales Intern

Position type	Internship - 6 months
Percentage	Full time 100%
Starting date	As soon as possible
Location	Lunaphore Technologies SA, EPFL Innovation Park, building A, CH-1015 Lausanne

Lunaphore Technologies is a scale-up company active in the medtech field developing and selling products based on a patented microfluidic technology to analyze tissue samples for cancer research and diagnostics. Lunaphore is seeking a highly motivated candidate to join its team and contribute directly to the development and growth of the company.

Summary

We are looking for our future "Sales Intern" who will provide support to the Sales department in a wide range of activities related to sales, from lead generation to order fulfillment, with very good communication skills and a good taste for challenges, ready to join a hard-working and growing team, passionate about taking Lunaphore to the next-level.

Role/Responsibilities

- ✦ Identify new potential leads in market segments such as research and diagnostics, through online search, congresses or company network
- ✦ Initiate and follow-up with new contacts (phone, email), participate in lead qualification
- ✦ Support the Sales Manager by participating to some customer meetings, events and congresses
- ✦ Generate offers based on customer needs
- ✦ Coordinate orders fulfillment with other departments (Supply Chain, Field Application, Field Engineering, Finance, R&D) in order to deliver the highest degree of customer satisfaction
- ✦ Build automation tools for data collection and generation of sales KPIs
- ✦ Provide support to the Sales manager for data analysis and generation of sales reports
- ✦ Track all activities within the CRM system
- ✦ Create sales material in collaboration with Marketing department
- ✦ Report progress on a regular basis to the Sales Manager

Required qualifications

- ✿ Ongoing or completed Master's degree in engineering, business, or biological sciences
- ✿ Experience in sales, service or other representation role is a plus
- ✿ Strong interest in sales in a life sciences context
- ✿ Excellent communication skills, both oral and written
- ✿ Very good organizational skills, attention to detail
- ✿ Very good analytical skills
- ✿ Good team player
- ✿ Self-motivated person, with the taste for challenge and competition
- ✿ Ability to anticipate the unforeseen and meet deadlines in a fast-changing environment
- ✿ Fluency in oral and written English is a must; additional language skills including French, German, Spanish or Italian are a plus

We offer

- ✿ A multidisciplinary industrial project within a young and strongly growing high-tech startup.
- ✿ A unique context to gain experience in sales
- ✿ An international working environment with high level of diversity and strong network.
- ✿ A highly interactive team with strong personal and technical qualities.

Contact information

If you are interested, please send your application (CV + cover letter and any additional supporting document) electronically to: human.resources@lunaphore.com