



Offer #2024-08352

## Business Development Internship

**Contract type :** Internship

**Level of qualifications required :** Master's or equivalent

**Other valued qualifications :** Prior experience in business development in life sciences or biotechnology

**Fonction :** Internship Support functions

### Context

About LabSae

LabSae is a start-up backed by INRIA offering a unified computational platform for analyzing protein-protein interaction networks using computational biology and artificial intelligence. Proteins orchestrate a wide range of biological processes in living organisms, making them prime targets for many pharmaceutical interventions. LabSae provides a reliable and accurate large-scale computational analysis of protein-protein interactions that significantly improves our knowledge of proteins and therefore facilitates preclinical in-silico drug design.

**What we offer:**

- Experience in an innovative start-up
- The opportunity to work closely with founders and experts in the field.
- Immersion in the biotech sector with real business development experience.

**Background to your work**

We're looking for a Business Development Intern to support us in business development, market study, and customer relations. Working closely with project leaders, you will actively contribute to the company's expansion in France and abroad.

### Assignment

Your missions:

- **Prospecting and customer relationship management:** Identify and contact prospects in the biotech field, in particular bioinformaticians and R&D managers.
- **Sales pitch:** Prepare and participate in sales presentations to customers and investors.
- **Market study:** Contribute to the analysis of market trends and customer needs.

### Skills

Relational skills:

- Autonomy
- Effective communication skills
- Teamwork abilities and collaborative mindset

### Benefits package

- Subsidized meals
- Partial reimbursement of public transport costs
- Possibility of teleworking and flexible organization of working hours
- Professional equipment available (videoconferencing, loan of computer equipment, etc.)
- Social, cultural and sports events and activities

## General Information

- **Town/city** : Paris
- **Inria Center** : [Centre Inria de Paris](#)
- **Starting date** : 2025-02-03
- **Duration of contract** : 3 months
- **Deadline to apply** : 2025-01-31

## Contacts

- **Inria Team** : INCUB-PRO
- **Recruiter** :  
David Laurent / [laurent.david@inria.fr](mailto:laurent.david@inria.fr)

## About Inria

Inria is the French national research institute dedicated to digital science and technology. It employs 2,600 people. Its 200 agile project teams, generally run jointly with academic partners, include more than 3,500 scientists and engineers working to meet the challenges of digital technology, often at the interface with other disciplines. The Institute also employs numerous talents in over forty different professions. 900 research support staff contribute to the preparation and development of scientific and entrepreneurial projects that have a worldwide impact.

## The keys to success

The ideal profile for us:

- Currently studying for a Master 2 (or equivalent) in biotechnology, end of studies in pharmacy, bioeconomics, or entrepreneurship with knowledge of life sciences.
- Strong communication skills, particularly in public presentations and negotiation.
- Strong interest in business development and customer relations in a biotech environment.

**Warning** : you must enter your e-mail address in order to save your application to Inria. Applications must be submitted online on the Inria website. Processing of applications sent from other channels is not guaranteed.

## Instruction to apply

### Defence Security :

This position is likely to be situated in a restricted area (ZRR), as defined in Decree No. 2011-1425 relating to the protection of national scientific and technical potential (PPST). Authorisation to enter an area is granted by the director of the unit, following a favourable Ministerial decision, as defined in the decree of 3 July 2012 relating to the PPST. An unfavourable Ministerial decision in respect of a position situated in a ZRR would result in the cancellation of the appointment.

### Recruitment Policy :

As part of its diversity policy, all Inria positions are accessible to people with disabilities.