



## **Internship: Business Development for the US market**

*You are looking to gain experience in sales development at one of the most innovative French company that sells the Electronic Nose, Tongue and Eye? You're not afraid to roll up your sleeves and are an enthusiastic participant on every occasion - no task is too big or small? Don't worry, you won't be fetching coffee - you'll be producing quality work and participating at an extremely meaningful level during your internship!*

**ALPHA M.O.S.** commercializes innovative instruments, called “**Electronic Nose, Tongue and Eye**”, being used in R & D and Quality Control process for analyzing smells, tastes and visual appearance of products (food, cosmetics, packaging, pharmaceuticals, etc. ) and also provides a wide range of instruments for the laboratory.

**Position:** Within the Europe Sales Team

**Reports To:** Céline Kapanci - Business Development Manager

**Location:** Toulouse

**Period:** 2 to 6 months as soon as possible

**Compensation:** Yes

**Objective:** Supporting our Business Developer to increase market sales in the American market.

### **Content:**

- Prospect over the telephone, educate, qualify, and develop inbound leads to create sales-ready leads and opportunities in the US
- Assist in the development of commercial tools, marketing (emailing)
- Participate in the preparation of exhibitions, special events; etc.

### **Qualifications:**

- English compulsory (written/spoken)
- Highly motivated to help to make sales, pro-active and enthusiastic
- Strong ability to work independently, organized, and able to multitask
- Prior experience in Telesales is appreciated, but not required
- MS Excel, Word and Powerpoint

To apply, please include a cover letter with your CV to [kapanci@alpha-mos.com](mailto:kapanci@alpha-mos.com)