



## **Business Development – Europe H/F (Internship)**

**ALPHA M.O.S.** is French based company that develops and sells laboratory equipments for odor, taste and visual aspect analyses. These innovative instruments (Electronic nose, tongue and eye) are dedicated to R&D and Quality Control of various products (food, cosmetic, packaging, pharmaceutical...), and an environmental range of e-nose for indoor and outdoor air quality (odors, particles, and other pollutants). ALPHA M.O.S is present worldwide and the export generates 90% of our turnover.

### **Missions :**

Business development of European market

- Outsourcing of key contacts in target companies: food, beverages, packaging, pharmaceutical industries.
- Find new business opportunities through B to B prospection: first steps of the commercial approach, understand the company's activities, the issues it faces and its needs.
- Generate commercial meetings with the strategic contact (web conference and business trip organization).
- Organization of exhibitions and/or business conferences

### **Qualifications:**

- Bachelor or Master's degree (Business school or similar)
- Languages : **English** any other language is a plus
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- Sales and challenge spirit
- Ability to work in an international atmosphere
- Independent, dynamic and team spirit

### **Conditions :**

- Location : Toulouse, France
- 4 to 6 months as soon as possible
- Paid Internship

Send your CV and Cover Letter to Alexis DEJOIE

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