



BUSINESS DEVELOPMENT INTERNSHIP AT BUSINESS FRANCE BOSTON, USA | JAN – JUN 2022

ABOUT BUSINESS FRANCE: Business France - North America is a government agency, whose mandate is to foster collaborations between French and North American Companies. With 8 offices in New York, Boston, Toronto, Montreal, Atlanta, Chicago, Houston & San Francisco, our expert team can rely on a large professional network to strengthen BtoB relationships between the US, Canada & France. Business France North America in key numbers:

- 13 Healthtech & Life Sciences experts
- 280 French companies in their expansion in North America
- 160 North American companies in their investments in France
- 5 Major events on the market

POSITION OVERVIEW: We are currently seeking a professional and motivated Business Development intern. You will assist the Healthcare department in setting a business strategy for a key client wishing to set up its business in the US. This client develops and markets biomarker services and biomarker based diagnostic products for personalized precision medicine in the fields of cardiovascular, neurodegenerative, inflammatory, and autoimmune diseases. The rest of the time will be allocated to assisting the team with the organization of innovative programs developed by Business France, which aim is to accelerate the development of companies in North America.

KEY RESPONSIBILITIES:

- Identify, build and manage relationships between French and American partners
- Organization, preparation and participation to business meetings
- Identification of companies whose partnership potential allows the client to develop in the North American zone
- Networking during dedicated events, scientific conferences
- Develop of external communications and social media and keep track of business and market Intelligence
- Generate proposals, presentations, and participate to marketing strategies and market studies.

REQUIREMENTS:

- **Bachelor of Biology/PharmD or with relevant scientific background**
- **Master's Degree in Business**
- **Previous working experience in Business Development**
- CRM and prospection knowledge
- Fluent in English in all communications
- Strong project management expertise
- Strong written and verbal communication skills
- Good teamwork skills, resourcefulness, sense of initiative
- Eligible for a VIE program starting in July 2022

ADDITIONAL DETAILS: Duration: 6 months, starting in January 2021. This internship is a great opportunity for a potential VIE in North America. Compensation is \$760/month.

HOW TO APPLY: To apply, please send an email to Elsa RIVE (elsa.rive@businessfrance.fr) and Marie-Astrid SEVILLA (marie-astrid.sevilla@businessfrance.fr)