

Internship proposal

Sales prospection & Marketing of Scientific software – From 4 to 6 months

THE COMPANY

Voxaya is an innovative company developing 3D scientific image analysis software for various industries.

Founded in 2014, the company's first round of fundraising aimed at structuring and strengthening its commercial process on the international market.

JOB DESCRIPTION

A trainee position is available to assist us in marketing our 3D image processing and simulation software, Voxilon. A new, simplified product named Voxilon Lite, dedicated to scientific image visualization and management, is also about to be brought to the market.

On the one hand, Voxilon Lite offers an overview of the user's projects and their associated data collections at a glance, in a neat and clean interface. It makes browsing and organizing data simple for storing, visualizing, managing and reusing them.

On the other hand, Voxilon is able to generate a technical sheet of a material sample from its 3D image in a few minutes. It accurately computes structural and dynamical properties of numerous fluid-filled samples.

We address research and development centers of companies developing and/or exploiting natural or synthetic materials, public research laboratories and any company using or having used 3D imaging.

Actions

Market study

- Conduct market research, a competitive intelligence.
- Analyze costs and sales, create dashboards.

Prospecting

- Prepare a plan for commercial canvassing.
- Feed, track and manage a portfolio of prospects (CRM) at an international scale.
- Emailing & Phoning: present Voxilon and get appointments.

Marketing

- Marketing strategy (offers, positioning).
- Writing news, articles.
- Develop a network of distributors.

Communication

- Contribute to product promotion:
 - Exhibition assistance.
 - Writing and sending newsletters.
 - Website: updates and additional information.
 - Social networks (LinkedIn, Twitter): writing or sharing contents.

PROFILE REQUIRED

Bachelor of Commerce/Marketing degree with an international business spirit.

Professional capabilities

- Communication and professional argumentation, comfortable in spoken.
- Notions of marketing (SWOT, positioning, market).
- Fluent in English.

Personal qualities

- Motivation, perseverance, willpower.
- Organization, autonomy.
- Involvement, reliability.
- Strong listening and adaptation skills.

KEY INFORMATION

Internship offer	Sales prospection & marketing
Company	Voxaya SAS
Date of publication	2019-03-01
Business sector	Sales
Location	Occitanie: Hérault - Montpellier
Type of contract	Internship
Start of contract	As soon as possible
Contract period	4 - 6 months
Required experience	0 - 2 years
Required background	Master's degree (Business School / <i>Grandes Ecoles</i> / Universities)

Person to contact

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