

# ROLE: Business Developer, Sales & Marketing

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|-----------------|-------------------------|
| Team            | BU Sales & Marketing    |
| Job location    | Lyon, Nova Headquarters |
| Submission date | December 2020           |
| Reporting line  | SVP Sales and Marketing |
| Contract type   | Internship (6 months)   |

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Nova specializes in numerical modeling and simulation of clinical trials for biotech and pharmaceutical companies, academic research centers and non-profit organizations.

We help our clients unleash the potential of combining math, computer science and biology to reduce the risks associated with R&D of new treatments for the benefit of patients.

We are an international company of 45+ employees counting 10 different nationalities. We are headquartered in Lyon (France) and take pride in changing the way our industry works with innovative solutions and cutting-edge technologies. If this sounds like an environment you can thrive in, join our team!

## RESPONSIBILITIES & QUALIFICATIONS

- Support sales, marketing and communication efforts
- Identify, prioritize & engage with biotech and pharma companies with a focus on US and Europe markets
- Attend international digital B2B conferences (Biotech Showcase San Francisco, Bio Europe Spring, BIO US) and organize B2B meetings with qualified prospects to present Nova's solution
- Help generate marketing qualified leads
- Lead our marketing automation using Hubspot to optimize our website and create large scale marketing communication campaigns
- Liaise with our editorial agency to optimize our network communication and our press releases and manage nurturing processes through email, content & social channels
- Analyze and monitor our competition and prospects landscape
- Document and update sales activities and opportunities information using Salesforce

## DESIRED SKILLS & EXPERIENCE

- You are energetic, self-directed and self-motivated, able to build and sustain long-term relationships with clients and colleagues.
- Background in sales & marketing with a good understanding of the biopharma industry
- Excellent interpersonal skills to interact with all kinds of audiences, customer oriented, exceptional communication skills and presentation
- Fluent in English is mandatory
- Ability to thrive in a fast-paced environment with flexibility to adjust to changing priorities and timelines

## READY TO APPLY?

- How to apply: [Online Form](#)
- More information on NOVA : [www.novadiscovery.com](http://www.novadiscovery.com)