



Semalytix is a fast growing start-up that develops an AI-driven Business-Intelligence-as-a-Service platform for explaining the global conversation around Competitive Intelligence topics in the Pharma domain. Our AI is capable of reading digital text with human accuracy at machine scale. Based on this real-time processing, we serve action-ready insights to support our customers in making decisions at the operational and strategic level much faster, more informed and much easier – on the solid base of Machine Learning, Natural Language Processing and Knowledge Graphs.

We offer:

- B2B sales experience in a multi-trillion dollar market
- B2B customer care and in-account growth strategy experience
- First-hand experience in execution of rapid growth cycles
- International business experience, setup and establishment of new oversea markets
- The spirit and culture of a fast-paced and dynamic start-up in a highly collaborative working environment
- A young, dynamic, and motivated international team with a background from 17 different nations striving for the best solutions for our customers
- An open and flexible culture and working atmosphere

In order to support our Sales Team, we are seeking (full-time, as soon as possible):

Sales Intern (m/f/d)

Your responsibilities:

- Assist the sales team in
 - lead qualification for new customers in B2B setup
 - in-account growth and customer development
 - improving existing conversion techniques
 - developing and refining customer personas and overall sales strategies
 - various accounting tasks
 - managing the Sales Funnel
- Research market opportunities in the Pharmaceutical market
- Research lead development strategies
- Learn and understand nuances of the Business Intelligence domain in Pharmaceuticals
- Complete tasks within set timeframes and provide updates on their progress

Required skills and qualifications:

- You are currently enrolled in BA/BS from a top-tier university
- You are a highly motivated team player with excellent written and verbal communication skills
- Business fluent English skills, German is a plus
- Ability to work independently with a personal drive to make things happen
- You have an eye for details and you are customer-oriented
- Proven record of prioritizing effectively and handling shifting priorities
- Proactive and resourceful
- Previous internship with life-science, consulting & tech firms is preferred

Please apply at careers@semalytix.com. Your application documents (in English) should include a letter of motivation, CV, relevant certificates and references in one single PDF document. Informal inquiries may be directed to Katharina Wendler (katharina.wendler@semalytix.de). Positions remain open until filled. We are strongly committed to promoting equal opportunity and diversity in our team.