

Internship or Work-Study Program

Business Development (SDR, Growth)

Digigram is seeking a student for a “Business Development” mission, either as an internship or work-study program, to support our sales team's growth. The individual will work closely with the marketing team.

Your responsibilities will include Business Development for one of Digigram's three activities as part of the new sales strategy.

Your main tasks will be:

- Prospecting and qualifying leads at the beginning of the sales cycle
- Identifying targets based on Digigram's successes and clients, such as identifying competing or similar companies
- Practically, finding companies and contacting them
- Utilizing Inbound and Outbound Marketing tools: LinkedIn, Dealfront, Walaaxy, Sales Navigator, Odoo, etc., and integrating into a developing flow.
- Collaborating with Marketing and Sales teams
- Assisting in automating and improving processes
- Implementing tools to measure success

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We are looking for a dynamic, curious individual eager to learn, organized, with good data analysis and processing skills.

Proficiency in English is essential and mandatory.

You are currently undergoing a Bachelor's or Master's degree program in sales management and looking to apply your academic knowledge in a practical setting. In this role, you will work closely with pre-sales and post-sales commercial teams, as well as the marketing teams based in the Alps and Singapore.

Digigram is located in Montbonnot-Saint-Martin (38), in the heart of Inovallée, a technopole known for its positive energy, innovation, and as a digital excellence hub in Rhône-Alpes, close to Grenoble.

Inovallée is accessible by public transport or car from central Grenoble. The internship, lasting 6 months (minimum 3 months), or work-study program is available starting from January 2024.

We are interested in candidates for an internship with the potential for continuing in a work-study program. If you are interested in this opportunity, please send your resume and cover letter to Laurence Fornari: fornari@digigram.com.

We look forward to meeting you and discussing your application.

*SDR: Sales Development Representative