



Artificial Intelligence Business Development Intern - Lifebit

Who is Lifebit?

Lifebit is a leading innovator in bioinformatics software solutions and AI. In April 2020, the London, UK based company closed its Series A funding round of US\$7.5M (£6 million) led by Idinvest Partners, to fuel ongoing product innovations and global market expansion.

The company's flagship product, Lifebit CloudOS, is fast becoming the industry's standard for unified and secure research over distributed big data. On top of its core foundation, the platform provides integration to open-source analysis and visualisation tools, as well as a marketplace of proprietary ones, a powerful data and cohort browser, and advanced AI functionality that together are powering discoveries in drug discovery and vaccine development.

Lifebit is a partner to numerous top-tier pharmaceutical companies. Further, Lifebit also provides Genomics England with a dedicated data environment for researchers working on COVID-19 vaccines and treatments. Lifebit is supported by an international team with very diverse backgrounds. We like to empower and let our team get involved in any aspect of the business from day one.

All requirements below are just an indication of what we're looking for. However, sometimes the perfect person is far more or less experienced than we anticipated. If you think that might be your case, please apply and just let us know. We believe soft skills are as equally important as hard skills for our team (and in general for any team).

NOTE: We are open to global remote working for this position. We have also hosted a number of PIPs interns in the past and appreciate the value you can bring!

Internship brief

We're looking for a results-driven, self-starting, business development intern to actively seek out and engage potential clients. The intern will sit within the AI team at Lifebit and will seek business opportunities within the drug discovery and vaccine development space. The intern will report to Lifebit's AI Engagement manager.

Working in business development, you will connect, meet & present to potential customers in order to boost Lifebit's top-line revenue growth, client acquisition levels and profitability. The role will suit anyone looking to gain business acumen and real-world experience in business development. The role will require developing a deep technical understanding of Lifebit's AI products and AI/ML in general. Further, a deep understanding of biology and pharma R&D will benefit the intern greatly.

Responsibilities

- Present, promote and sell Lifebit's AI solutions to prospective customers
- Establish, develop and maintain positive business relationships
- Reach out to customer leads through email/phone/networking events
- Coordinate sales effort with team members and other departments
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services

Requirements

We're looking for people with:

- Undergraduate degree in biology / biochemistry / genetics / bioinformatics / computational biology / computer science or equivalent
- Excellent communication, relationship-building & negotiation skills
- Demonstrable prioritization, time management & organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback
- Willingness and confidence to reach out & network

Nice to have:

- Previous experience in business development - though this isn't essential and comprehensive training will be provided
- Knowledge of and/or connections within the pharmaceutical industry

Still interested??

Send your CV & a short explanation of why you are applying to: tom@lifebit.ai