



1506
UNIVERSITÀ
DEGLI STUDI
DI URBINO
CARLO BO

Ufficio Stage e Job Placement

RECRUITING

POSIZIONE: Sales and Marketing STAGE

Azienda: DIATHEVA SRL Via Sant'Anna 131/135 61030 Cartoceto ITALY

Sito web: www.diatheva.com

Sede di lavoro/tirocinio: Cartoceto

Tipologia: stage postlaurea

Descrizione delle attività e mansioni assegnate alla risorsa: Principle Responsibilities • Support and collaboration within the Sales and Marketing team to build sales strategies ensuring their implementation (Distribution channels, price policy, partnership & licensing agreement etc.) •

Utilize product knowledge, market trends, industry/competitors knowledge to manage business opportunities • Support stakeholder “mapping” to identify key players and influencers in the market, support the development and execution of a plan to engage with these stakeholders. •

Manage sustainable & robust relationship with all customers. • Support the interaction between the Sales and Marketing team and the internal Scientific Research department, in order to give the clients, the best quality service and product. • Support mapping of conferences and congresses to attend and planning related activities. • Support the preparation of marketing material **Skills and Attributes** Strong communication and presentation skills, including active listening skills, able to build credible relationships with a broad range of stakeholders. Enthusiastic and willing to succeed, able to interact with a diverse range of people. Reliable, resilient, able to remain calm under pressure and to prioritize. Proactive, flexible to dynamic situations and with problem solving skills. Strong teamworking skills. Good English. German or Spanish language would be a plus. **WE ARE YOUR COMPANY** if you are interested in Opportunities for acquiring new skills and growing in a multinational group Opportunities for you to evolve and shape the company, in terms of operative actions and strategy To find out more about Diatheva and SOL Group visit our web sites: <https://www.diatheva.com/> <http://www.sol.it/it>

Requisiti vincolanti: University degree in life sciences, ideally in biotechnology, biology or similar.



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Requisiti preferenziali: 1 year of experience in a biochemistry or molecular biology laboratory or a master in Marketing would be a plus.

Durata: 6 mesi

Periodo di inizio: il prima possibile

Orario di lavoro: Full time

Facilitazioni: da discutere

Ulteriori informazioni: n/a

Modalità di candidatura: gli interessati possono inoltrare la propria candidatura tramite e-mail, allegando Curriculum Vitae dettagliato all'indirizzo placement@uniurb.it, specificando in oggetto "cod_DIATHEVA"

Scadenza presentazione candidature: facoltativo

** Lo stage postlaurea (extracurricolare) può essere attivato dall'ateneo entro 12 mesi dal conseguimento del titolo e può avere una durata minima di 2 mesi e massima di 6/12 mesi. L'azienda ha l'obbligo di corrispondere un'indennità di partecipazione mensile il cui importo è stabilito dalla normativa della Regione in cui si svolge il tirocinio.*