

Business Development *Internship*

Sulitest is a growing organization, supporting universities and business schools worldwide to advance sustainability education. Our flagship tool, TASK™ (The Assessment of Sustainability Knowledge) is the first internationally recognized certificate on sustainability knowledge (the equivalent of the TOEIC for sustainability). As of today, 100 higher education institutions use TASK™ and over 100,000 students have completed the assessment.

The Sulitest movement is strongly supported by major national and international NGOs and organizations (i.e. the United Nations and the Higher Education Sustainability Initiative (HESI)) and has raised 1.5M€+ in 2022.

We are looking for a Business Developer intern to support the development of our sales activities and deploy TASK™ within Higher Education Institutions worldwide.

RESPONSIBILITIES

As part of the Sales & Marketing team, the Business Developer intern role is central to the acquisition strategy, by providing direct support to the Business Developer. Their role is to organize and prepare prospecting activities so that the Business Developer can focus on high-value interactions. In other words, your responsibilities include:

- **PROSPECTION SUPPORT (50%)**
 - Identify and qualify target accounts based on the Ideal Customer Profile (ICP) defined with the sales team
 - Leverage prospection list from the Marketing activities
 - Enrich prospect data: key contacts, organizational charts, contact information, buying signals
 - Prepare summary sheets for each account: news, industry trends, decision-making context
 - Draft LinkedIn messages and prospecting emails
 - Make follow-up calls and emails to schedule business meetings

- **CRM MANAGEMENT (30%)**
 - Update the CRM after every sales interaction and indicate the next step
 - Track the progress of deals and notify the sales team when follow-ups are needed
 - Ensure data integrity: remove duplicates, fill in missing fields, and update outdated statuses
- **MONITORING, RESEARCH AND IMPROVEMENT (20%)**
 - Conduct monthly monitoring of target sectors and share relevant insights
 - Research information useful for tailoring sales approaches
 - Contribute to the continuous improvement of prospecting & growth workflows
 - Contribute to pitch deck development and updates

This internship is ideal for someone who wants to understand the inner workings of a B2B sales strategy, make a tangible contribution to the growth of an impact-driven organization, and develop strong practical sales skills.

Our aim: by the end of this internship, you'll have all the skills you need to identify relevant prospects, contact them via the most appropriate channel, secure a meeting and send them the proposal best suited to their needs.

This internship offers the opportunity to **transition into a permanent position (CDI, Contrat à Durée Indéterminée)** at Sulitest upon completion, depending on performance and mutual interest.

WHO WE ARE LOOKING FOR

Student on a final-year internship or gap year internship enrolled in a Marketing / Sales Master.

- **REQUIREMENTS:**

- Start in January 2026

Sulitest Impact  Based in Marseille - 10 rue de la République - BP 921 - 13288 Marseille - France
Social Business (Entreprise de l'économie Sociale & Solidaire) - SIREN 899 696 082 Marseille

- Available for an internship (not an apprenticeship) of 6 months
- 1st successful experience within a sales or marketing team
- Meticulous, rigorous, with attention to detail

- Comfortable with Excel, CRM (Hubspot) and databases
- You are organised and autonomous
- Ability to perform both in French & English, in a professional context
- **DESIRED:**
 - You are confident with SaaS tools, Growth hacking, etc.
 - You have a keen interest in sustainability and ecological and social transition issues
 - You want to discover the higher education sector

If your profile does not match 100% of the above criteria but you want to get involved in this project and you are highly motivated, then don't wait any longer and apply!

WHY JOIN US?

We are a small, dedicated, international and fun team who share a bold vision and truly value trust and cooperation.

At Sulitest, you will be given space to explore, contribute and grow! You will often wear different hats, either because the team needs them or because you would like to try a different style. New ideas are very welcome, and if you are proactive and eager to learn, Sulitest is a great place for you.

BENEFITS

- Salary: 1000€ net / month
- 6 days off
- Training in prospecting, sales ops and marketing strategies
- Position with a strong international dimension (internal and external meetings in English)
- Access to sports facilities at the Kedge Business School campus in Marseille
- Occasional remote work

TO APPLY

Email team@sulitest.org with the subject line "Business Development Internship – Full name" **before November 14th**. Include in the body of the email a motivation statement and attach your CV. Applications failing to meet the required conditions will not be considered. We are reviewing applications on a rolling basis, so we encourage you to apply as soon as possible.