



Role Description

Are you eager to dive into the world of business development? Our internship offers a unique opportunity to do just that. As an intern, you will start by taking on the critical task of managing data and material lists for our Sales Account Managers. This hands-on experience will give you a solid foundation in technical sales and provide invaluable insights into AbBaltis' niche industry.

Future Opportunities:

We are committed to nurturing and developing individuals who aspire to advance in the field, regardless of their initial knowledge. Our focus is on resilience and a willingness to learn. Our aim is to hire interns once they are finalised with their training:

- Exceptional performance and a strong cultural fit can open doors to further advancement. Qualified interns will become Technical Sales Executives and will join a specialised Sales Training Program, led by industry experts in customer behaviour. This program is designed to sharpen your skills and prepare you for greater responsibilities ahead.
- As you progress through the program, you will transition into our Sales Support Team. Here, you will work closely with clients, providing them with tailored solutions and building lasting relationships along the way. Your passion for business and sales, coupled with your resilience in the face of challenges, will pave the way for your continued growth within our organisation.
- Ultimately, the goal is for you to ascend to the role of Sales Account Manager. It is a challenging journey, but one that offers immense rewards for those who are determined to succeed. If you thrive in dynamic environments and are driven by targets, we invite you to join us and embark on a fulfilling career in business development.

Job Title:	Business Development Internship
Department:	Sales
Reporting to:	Managing Director
Location:	Hybrid

Main Responsibilities and Duties

As an intern with AbBaltis, you will play a vital role in supporting our sales team and driving business development initiatives. Your responsibilities will include:

1. **Meeting and Exceeding Individual Targets:** Achieve individual Key Performance Indicators (KPIs) and objectives to surpass sales targets.
2. **Working with Spreadsheets:** Utilise Excel extensively for data management and analysis.
3. **Collaborating with the Laboratory:** Work closely with our laboratory team to ensure seamless coordination between sales and production.
4. **Identifying In-Stock Items:** Identify available stock items that align with customer needs based on data analysis.
5. **Analysing Test Data:** Dig through test data to determine the materials required by customers, ensuring accurate order fulfilment.
6. **Creating Clear Spreadsheets:** Compile data into organized and clear spreadsheets for presentation to customers.
7. **Preparing Scientific Data Sheets:** Assist in the preparation of scientific data sheets for marketing purposes.
8. **Generating Offer Spreadsheets:** Create offer spreadsheets to facilitate sales negotiations

The Company reserves the right to vary or amend the duties and responsibilities of the post holder at any time, according to the needs of the Company's business

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and transactions.

- 9. **Providing Technical Support:** Offer technical support to the Sales and Shipping administrative teams as needed.
- 10. **Problem Solving:** Address complex customer requests and problem-solve effectively to meet their needs.
- 11. **Identifying Product Opportunities:** Identify, document, and report new product opportunities to management and the laboratory team.
- 12. **Gaining Knowledge:** Develop an in-depth understanding of biology markers relevant to our products and services.

In this role, you will have the opportunity to gain valuable hands-on experience in technical sales and business development while contributing to the growth and success of AbBaltis.

Additional Duties

- Any other duties as requested by the line manager to ensure the smooth running of the company

Candidate Requirements – Essential

- Bachelor's degree or experience in a relevant field (e.g., Business, Biomedical Science, etc.)
- New graduates (no sales experience necessary)
- Passion for sales.
- Excellent work with Excel spreadsheets.
- Growth mindset.
- Confidence, excellent communication skills.
- Excellent and professional telephone manner, both written and verbal.
- Ability to learn about our products/ services.
- Excellent at 'door opening' and fact finding.
- Team player.
- Competitive.
- Resilient.
- Ability to build rapport.
- Ability to work in a fast-paced environment.
- Demonstrated digital literacy.
- High energy.
- Target driven.
- Very good documenting and reporting activity skills.
- As one of the most important representatives of our brand, it goes without saying that you should be proactive, entrepreneurial, and a problem solver.

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ABOUT US

AbBaltis is a dynamic and forward-thinking life science company experiencing rapid growth in the IVD and Biotech industry. Our primary focus lies in the global distribution of disease state plasma and serum, making a significant impact on the advancement of medical research and development. We take immense pride in our people-oriented approach, fostering a work environment that thrives on diversity, collaboration, innovation, and excellence.

AbBaltis' success stems from the exceptional individuals who make up our team. We are a group of A-players who possess a deep passion for their work and a commitment to driving positive change in the world of life sciences. Our team members embody our core values of integrity, dedication, and continuous learning.

PUTTING PEOPLE FIRST

- **Employee development** is a key aspect of our company culture. We firmly believe in providing our employees with ample opportunities for professional growth and advancement (we fund postgraduate degrees, apprentices, training programs, etc.). Instead of implementing probationary periods, we embrace training and development phases. We have confidence in our hiring choices, believing that new team members should not be required to prove themselves. Our commitment is to provide unwavering support to our employees until they consistently meet a gold standard of performance. Additionally, we actively promote from within, recognising and nurturing the potential of our employees. By fostering a supportive and growth-oriented environment, we strive to enhance job satisfaction and create a fulfilling career path for all individuals at AbBaltis.
- **Diversity** is a core aspect of our company culture. We believe that by embracing and celebrating diversity, we can create an inclusive environment where every individual feels valued and respected. Our team is proud to be international, with members working from various parts of the world, including South Africa and Lithuania. Additionally, we are a Visa Sponsorship Business, which enables us to support and sponsor our overseas employees who are working within the UK. This step further exemplifies our dedication to fostering diversity and ensuring that talented individuals from all over the world have the opportunity to contribute to the growth and success of our organization.
- **Employee wellbeing** is paramount to us at AbBaltis. We understand that a healthy work-life balance is essential for personal growth and overall job satisfaction. Therefore, we prioritise providing comprehensive support systems and resources to ensure the wellbeing of our employees. From bespoke flexible work arrangements, team building activities, employee benefit packages, to wellness workshops, we strive to create an environment where individuals can thrive both personally and professionally.

Joining AbBaltis offers an exciting opportunity to become a valued member of a dynamic and passionate community that is actively contributing to advancements in the field of life sciences. We are committed to making a positive impact on the world through our work, and we believe that our employees play a crucial role in achieving this goal.

- Visit our socials to find out more!
- Website: www.abbaltis.com
 - Instagram: https://www.instagram.com/abbaltis_ltd/
 - LinkedIn: <https://www.linkedin.com/company/abbaltis-ltd/>

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