



## Business Development Intern

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### **Company Description:**

TruLab, Inc. is a software company headquartered in downtown Durham that provides biological sample tracking and management solutions on blockchain for clinical trials. TruLab's mission is to empower drug developers to track samples in real-time and ensure the integrity of the chain of custody in their studies. Founded in 2018, TruLab has a vision to revolutionize biosample tracking to advance the research and development of new medical therapies.

### **Position Overview:**

The Business Development Intern will be a driving force within our sales outreach. Primary responsibilities will be to identify potential clients, establish new prospective client relationships and drive new revenue for the company. The Business Development Internship also serves as a launch point for exploring multiple areas and opportunities in our rapidly growing startup.

We are looking for outgoing candidates with passion for entrepreneurship, the ability to learn quickly and execute with excellence, organization skills, attention to detail, and superior communication skills. The ideal candidate will be organized, have a bias for action, and have a deep commitment to growth and learning. This role will involve a dynamic range of initiatives that have a tangible and significant impact on the company.

### **What You'll Do:**

- Identify, generate, and advance leads for B2B marketing
- Organize and maintain a CRM network
- Initiate and monitor sales through cold email campaigns
- Work 10 hours per week, remotely or in-person, organized to fit your schedule

### **What You'll Need:**

- Ability to communicate effectively in and across teams; must possess strong verbal, written, and interpersonal communication skills
- Track record of results-oriented achievements and successful strategy execution
- Detail-oriented organizational skills
- A strong academic record (at least 3.5 GPA)

### **What You'll Get:**

- Flexible, personalized work schedule for \$10/hour
- Full access to the WeWork collaborative office workspace in downtown Durham
- Experience in key aspects of building a tech startup
- The opportunity to have a SIGNIFICANT impact on our growing company

If interested, please send your resume to Justin King at [justin.king@trulab.com](mailto:justin.king@trulab.com).