



Job Title:	<u>Lead Development Intern</u>	Reports to	<u>Director of Marketing</u>
Department:	<u>Marketing</u>	FLSA classification:	Not Exempt
Approved By:		Effective Date:	<u>July 1, 2022</u>

Founded in 2007 Modulim a spin-out of the Beckman Laser Institute at the University of California in Irvine, is a medical device company that is helping solve some of the most devastating consequences of diabetes. Today, Modulim is teaming up with Providers across the continuum of care to improve patients' lives through early detection and prevention of diabetic foot ulcers, the leading cause of lower limb amputations. Modulim's technology is rapidly becoming a platform for communicating and managing a patient's vascular and tissue health status with Providers to alleviate the health and financial implications of diabetic foot complications. If you are looking for an opportunity to learn from a team that is changing medicine - this is the internship for you.

Our Guiding Principles

- **Humans First** - *be respectful, positive, put the needs of our customers first, and above all else do what is best for patients.*
- **Driven by Data** - *be a lifelong learner, make decisions, strategize, and live by data.*
- **Lead with Integrity** - *be decisive, do what you say, take ownership, act with accountability and honesty.*
- **Knowledge Is to Be Shared, Not Hoarded** - *be transparent, keep your motives visible, sharing information makes us stronger.*
- **Act Without Fear** - *be helpful, accepting, take risks, and see all failures as opportunities to learn.*
- **Inspire Everyone To 'See Beyond'** - *inspire all others to see the value and importance in what we do every single day.*

Position Summary

The Modulim Lead Development Intern is a part time summer internship which will report to the Director of Marketing and be responsible for cultivating actionable leads for Modulim sales team.

Essential Duties and Responsibilities (Included but not limited to)

- Actively seek out new sales leads and business opportunities through active networking and sending personal, strategic, value-add social messages and traditional mail.
- Quickly research a company, identify opportunities, and strategize an approach to create interest.
- Develop best practices on new ways to jump start engagement.
- Collaborate with Sales and Marketing to identify key prospects and areas for opportunity to personalize Modulim's positioning.
- Identify key contacts at prospect accounts based on title and responsibilities
- Cultivate business opportunities using written, verbal, video, and other communication mediums
- Use the Modulim platform for:
 - a. Social selling
 - b. Passing leads to Sales



- c. Building customized research dashboards
- Develop a knowledge base relevant to role-, solution-, or vertical-based component of social strategy to drive B2B sales pipeline.

Desired Skills and Experience

- Organized and detail-oriented with demonstrated ability to manage multiple projects simultaneously
- Strong written, oral communication, organizational, and interpersonal skills
- Demonstrated ability to meet deadlines
- Strong work ethic with a positive attitude
- Ability to thrive in a fast-paced dynamic environment
- Aptitude to handle rejection and eliminate roadblocks; rarely give up and try different approaches when the first solution does not work
- Proficient in Microsoft office applications (Outlook, Word, Excel, PowerPoint, Teams)
- Experience with Salesforce is a plus

Work Environment and Physical Ability

- Hand-eye coordination is necessary to operate instruments, computers, and various pieces of office equipment
- Occasionally required to stand; walk; use hands to manipulate, handle, feel or operate objects, tools, or controls; and reach with hands and arms
- Occasionally required to sit; climb or balance; stoop, kneel, crouch or crawl; talk or hear; and smell
- Must occasionally lift and/or move objects up to 50 pounds
- Specific vision abilities: close vision, distance vision, color vision, peripheral vision, depth perception and the ability to adjust focus

This is not an exhaustive list of duties or functions and may not necessarily comprise all the "essential functions" for purposes of the ADA.

Modulim is an Equal Opportunity Employer that does not discriminate based on actual or perceived race, color, national origin, ancestry, sex, gender, gender identity, pregnancy, childbirth or related medical condition, religious creed, physical disability, mental disability, age, medical condition (cancer), marital status, veteran status, sexual orientation, genetic information, or any other characteristic protected by federal, state, or local law.