



Strategy & Marketing MBA Internship

- REF # MGMTINT1701 -

- Position: Strategy & Marketing MBA Internship
- Duration: 6 months to 1 year, with job offer upon successful performance
- Start Date: January 2017
- Location: France or Switzerland
- Remuneration: According to profile

About SAFETY N®

SAFETY N® is a High-Tech Start-Up specialized in developing disruptive Safety and Life Preservation Solutions in Aviation and in other sectors with high-risk profiles.

SAFETY N® Products & Services are designed to drastically reduce the risks of entering the danger zone of irremediable fatal accidents while constantly refining Pilots' Safety Situational Awareness & Acumen.

Leveraging our unique Safety Thinking approach, our Agility-centric DNA and our interconnection with major Innovation Hubs across the World, we are passionately working towards setting THE HIGHEST STANDARDS IN PRESERVING LIVES.

SAFETY N®: "ZERO Fatalities – NO Inevitability"

Your Mission

As part of SAFETY N® Team, you will directly be working with the Co-Founders and be involved in developing analyses and providing strategic recommendations to the Board.

Some examples of your assignments will include:

- Develop VoC (Voice of Customer) Campaigns, meet and discuss with key Users, Industry Players and Institutional Bodies to understand their unmet needs and identify areas of fruitful collaboration
- Study and analyze the market and the environment for different foreseen Safety applications
- Develop a thorough understanding of the stakes of all Market Players
- Define and evaluate different business models and Go-To-Market Strategies for different Safety applications and geographical areas
- Participate in the definition of regulatory and technical specifications of our products, based on the technical constraints of the products and on the Entry into Service target
- Organize and monitor the consultation processes of these bodies and people. Monitor the associated research projects and technical development



- Monitor the company's intellectual property strategy and participate in the development of the patent portfolio, in conjunction with the specialized firm and technical teams
- Assess AS IS Legal requirements and existing regulations for sensitive technologies and data (PII, Safety-critical Systems, Medical Grades) and anticipate TO BE evolutions
- Define and structure new research projects and participate in developing the funding dossiers for these Research Project
- ...

Desired skills & experiences

- MBA Student graduating from a Top MBA Business School in Europe or in the US
- Essential skills for this type of mission:
 - Market Research
 - Business Strategy
 - Competitive Intelligence
 - International Business
 - Go-To-Market Strategy
- Strong interest in Sciences and High Technologies is required, as well as in disruptive technologies, Innovation, Entrepreneurship, Lean Start-up
- Product and technical knowledge in the Aerospace and Medical markets are a plus
- Rigor, organization, conciseness, a true sense of analysis and synthesis capacities
- High levels of motivation, autonomy and resilience, excellent team player
- Having a pilot license would be a plus

Apply today

If you are ready for an entrepreneurial and human adventure with SAFETY N®, send us your references with your brightest achievements and your salary expectations at talents@safetyn.com, quoting the Reference Number above.

The confidentiality of your application is guaranteed by SAFETY N SAS. Pursuant to the personal data protection laws (eg European directive 95/46 of 24 October 1995), we inform you that the communication of your curriculum vitae is optional and will allow us to study your application. Such information is solely intended for SAFETY N SAS. You have access and correction rights with respect to your personal data. Such access and correction rights may be exercised by e-mail sent to the following address: contact@safetyn.com or by mail addressed to Direction des Ressources Humaines, SAFETY N SAS, 50 rue Gustave Eiffel, 01630 Saint-Genis Pouilly, France