

Position: Sales & Marketing Interns (3 Nos.)
Location: Mumbai (Preferred)
Duration: 3–6 months (with potential full-time conversion)

About Nutrify Today

Given that the Nutraceutical industry is well on its way to become a \$100Bn force, Nutrify Today is at the fore front of this action by pioneering innovation, empowering upskill and nurturing partnerships in the nutraceutical and wellness ecosystem. We actively engage over 400 Pharma / Nutra & FMCH marketers, suppliers, Key opinion leaders across global strategic markets through 3 flagship platforms of the C-Suite Sumflex, Genie and Academy.

We are partners to numerous Governmental entities responsible for policy & regulation such as MOFPI, NIFTEM, FSSAI amongst others, as well as work closely on diverse projects for global industry partners such as Nestle, Haleon, Himalaya, Sun Pharma, Dr Reddys, Pharmavite and many more.

The Role

Role Overview

We are looking for highly driven interns who want real exposure to B2B Sales, Marketing, and Industry Engagement in the Pharma/Nutraceutical ecosystem.

This is not a passive internship — you will work directly on live projects involving:

- Lead generation
- Market research
- Campaign execution
- Industry outreach

Ideal for candidates who want to build a career in B2B, Pharma, Wellness, or Consulting-driven roles.

Key Responsibilities

1. Sales Support & Lead Generation Support

- Identify and research potential clients and partners (Pharma, Nutraceutical, FMCG companies)
- Build and maintain lead databases (LinkedIn, CRM, Excel)
- Support outreach campaigns (emails, LinkedIn messaging, follow-ups)
- Assist in qualifying leads and setting up meetings

2. Marketing & Campaign Execution

- Support execution of LinkedIn campaigns, email marketing, and outreach initiatives
- Assist in creating basic content (posts, captions, research snippets)
- Coordinate with internal teams on campaign rollouts

3. Market & Industry Research

- Conduct research on ingredients, companies, trends, and competitors
- Support preparation of reports, presentations, and insights for clients/internal teams
- Track industry developments in Pharma/Nutraceutical sectors

4. Event & Ecosystem Support

- Assist in outreach and coordination for industry events (e.g., C-Suite Sumflex)
- Support delegate engagement, partner communication, and follow-ups
- Help convert event interactions into potential business opportunities

5. CRM & Data Management

- Maintain and update CRM systems and lead trackers
- Ensure data accuracy and reporting discipline
- Track outreach performance and response rates

Learning Outcomes

By the end of the internship, you will gain:

- Hands-on experience in B2B sales and marketing funnels
- Exposure to Pharma/Nutraceutical industry dynamics
- Understanding of CXO-level communication and deal cycles
- Experience working on real business problems and growth initiatives

Who Should Apply

Preferred Background

- Students or recent graduates in Pharmacy, Life Sciences, Biotechnology, Business, Marketing
- Strong interest in Pharma, Wellness, B2B Sales, or Consulting

Key Traits

- Curious, proactive, and eager to learn
- Strong communication (written & verbal)
- Comfortable using LinkedIn, Excel, and basic digital tools
- Ability to work in a fast-paced, high-ownership environment

What We Offer:

- Real, hands-on experience (not just observational work)
 - Direct exposure to industry leaders and global projects
 - Mentorship from experienced professionals
 - Opportunity for full-time conversion based on performance
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