



BUSINESS DEVELOPMENT ANALYST, PART-TIME INTERNSHIP

Our Company

ARMR Systems, Inc. is an award winning, venture funded medical device startup based in Baltimore, MD. We are re-imagining the future of trauma care through the development of novel hemorrhage control systems designed to increase the survivability of traumatic injury in situations where advanced medical support is not immediately available. The novel platform stops severe arterial bleeds and can respond to trauma in any theater. Our device saves lives, democratizes access to care and gives hope to victims of traumatic injury when they need it most.

The Position

ARMR is looking for a highly motivated Business Development Analyst to support the company's growth in all aspects of business development, fundraising, sales, and marketing. The analyst will work alongside the CEO and the Chief of Staff to increase the operational bandwidth with regards to capturing dilutive and non-dilutive resources and supporting product commercialization efforts. The ideal candidate is ambitious, efficient, a team player and excited about the prospect of utilizing their analytical and communication skills to sell both the company and our products.

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

As a Business Development Analyst Intern you will:

- Research the fundraising landscape and compile mission-aligned prospective investors.
- Source fundraising targets and draft pre-screening materials for prospective funds.
- Assist with crafting pitches and developing a fundraising narrative.
- Draft due diligence materials for investors.
- Manage investor communications and existing investor relationships.
- Attend industry events to build relationships with users, investors, and subject matter experts.
- Interface with users to collect product feedback.
- Perform market research and analysis.
- Create marketing materials for the launch of a new product.
- Assist with updating the company's online presence and social media platforms.
- Develop a sales strategy and execute commercialization activities.
- Draft applications for grants, government contracts, and other non-dilutive funding sources.

You Are

- Creative. You relish the opportunity to think outside the box and find the fresh solutions to tough problems.
- Adaptive. Able to wear multiple hats and quickly reorient to manage diverse priorities as required.
- Motivated. You are hungry. You believe in vocation. You desire real responsibility and are determined to make a difference and impact beyond your paycheck.
- Rigorous. Dedicated to the highest level of performance, detailed oriented, and deliberate in every aspect of execution.
- Composed. You handle emergencies with grace and composure.
- Responsible. Self-sufficient. You get the job done, despite all odds. No excuses, just results.
- Humble. Considerate. Kind. People matter and you recognize everyone's personal value and dignity.
- Fun & Good Humored. Because we are.

Key Qualifications

- Degree or pursuing a degree in Business, Finance, Data Science, Marketing, Communications, or related field.
- Excellent written and verbal communication skills.
- High attention to detail and ability to analyze data.
- Ability and experience managing relationships efficiently and in a professional manner. The position will require interfacing with military/Dept. of Defense Subject Matter Experts (SME), warfighters, and a variety of investors (angel groups, high-net worth individuals, institutional funds, family offices, etc.)
- Strong Competency with Microsoft Office suite (especially Excel), you should have mastery of database management and modeling.
- Organized & meticulous.
- Critical Thinker.
- Ability to understand basic medical and engineering concepts and explain them to anyone who is unfamiliar with the product.
- Proven success managing competing demands and balancing multiple priorities while ensuring deadlines are met.
- Proficiency with MS Office/Project.

Preferred Qualifications

- Experience working at a fast-paced company, startup, or within the engineering or medical device industry.
- Grant or proposal writing experience.
- Experience taking a product to market or knowledge of government procurement processes.
- Market research/data science experience.

Benefits

- You will increase your knowledge of the global tech & social good sector and gain substantial, easily demonstrable experience in your areas of interest. Experts in the industry will guide your work.
- Open to remote, hybrid, and in-person workers.
- The position is unpaid; however, performance-based compensation is available (1% of net capital raised up to \$5,000).
- Business casual environment.
- Collaborative, dynamic, and fun team environment.
- This is a part-time summer position with opportunity for continued work.

Interested?

Send a cover letter and resume to careers@armrsystems.com.