

LabScienceTrading as Optico

- Lab Science Trading: a second year of an European Master degree.
- Two trainings in close contact with companies (60 ECTS)
- Theoretical knowledge associated to a real international experience: an opportunity for companies and students.
- For more than 25 years, selected scientific students have been trained in sales and marketing at University Grenoble Alpes (UGA) (BioTechCo and ChemTechCo Masters).
- After a full year of training, they graduate with a Master 2 degree of Lab Science Trading.
- Companies appreciate the double skilled sales experts from UGA and 80% of the students from the Master Lab Science Trading are employed just a few months after their graduation.
- Optico Lab Science Trading is a new major of the M2 of Physics at UGA.
- Students from all over the world attend this course.
- The lecturing will be entirely in English.
- The student must have at least a M1 scientific level (or equivalent).
- The students will attend the commercial lectures at the University of Grenoble Alpes during three months.

Afterwards

You will join a company anywhere in the world for a six month internship which will enable to graduate.

Contacts

FOR ANY FURTHER INFORMATION CONTACT:

Ghislaine Pellat

- ghislaine.pellat@univ-grenoble-alpes.fr
- +33 608 246 727

Francis Pithon

- francispithon@orange.fr
- +33 689 649 671

Patricia Segonds (Optico)

- patricia.segonds@neel.cnrs.fr

REGISTRATION:

On the UGA website at the beginning of march. It is followed by interview in english with a professional committee and teachers.

Web: <https://chimie-biologie.univ-grenoble-alpes.fr/formations/masters/mention-biologie/lab-science-trading>

Facebook: [Labsciencetrading](#)

contact: labsciencetrading@univ-grenoble-alpes.fr

LAB SCIENCE TRADING MASTER'S DEGREE

SALES, MARKETING,
COMMUNICATION, MANAGEMENT,
BIOLOGY, CHEMISTRY, OPTIC



**UFR de Chimie
et de Biologie**
**UNIVERSITÉ
Grenoble
Alpes**

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Skills in Science, Sales and Marketing. An international training at the University of Grenoble Alpes, in close contact with companies.

International lectures

Master's degree LabScienceTraining as Optico are offered to French and international students with a scientific degree, wish to be trained in sales and marketing. The students are trained by a international team of lecturers including senior members of industries.

THE STUDENTS ARE TRAINED TO:

- Manage and follow-up international sales activities.
- Have the capacity to negotiate in English.
- Be able to listen to customers needs and understand their culture.
- Adapt themselves to different professional environments.

International Commercial Program = 18 ECTS

- Sales and Commercial negotiation (6 ECTS)
- Marketing: an approach of foreign markets (3 ECTS)
- Sociological and cultural approach in different parts of the world (3 ECTS)
- Knowledge of company management, accounting, logistics (3 ECTS)
- Project Management or Language skills (3 ECTS)

Scientific Program = 12 ECTS

- Biotechnology (3 ECTS)
- Principles of Instrumental Analysis or Lasers and Optics instrumentation (3 ECTS)
- Imaging technologies for life sciences (3 ECTS)
- English (3 ECTS)

Followed a six months internship = 30 ECTS

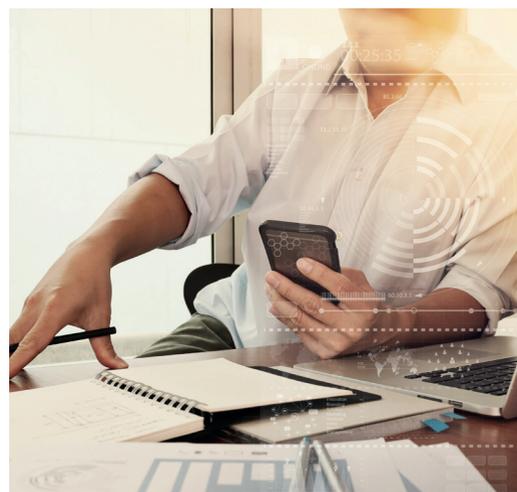
Internship

THE INTERNSHIP IS:

- The opportunity to use your freshly learnt skills in a professional environment and to create a professional network,
- A springboard for your career.

This internship takes place from January to July.

- Written report has to be returned mid-June
- Oral presentation around June



After the training many opportunities

- Sales in an international environment
- Market studies, marketing and commercial activities
- Communication activities
- Public relation activities
- Launch & Promotion of new scientific products
- **VIE contracts** (organized by Business France) for european students.

PARTNERS

- Minatech
- Fabrilabo
- Pôle optico Rhône Alpes (ORA)
- Technopole d'Archamps
- Becton Dickinson, Biomerieux, Roche Diagnostics, Beckman Coulter, Perkin Elmer, Erlab, Protéogénix...

LabScienceTrading is also in Vietnam (Ho Chi Minh City) and in Lebanon (Université Libanaise).