

Science Trading

- ScienceTrading: a second year of an European Master degree : 60 ECTS
- This training is a sandwich course, 3 weeks per month in a Company.
- 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 ScienceTrading.
- Companies appreciate the double skilled sales experts from UGA and 80% of the students from the Master ScienceTrading are employed just a few months after their graduation.
- Students from all over the world attend this course.
- Lectures by professors and people from the industry are in English.
- The student must have at least a M1 scientific level (or equivalent).



For any further information contact

HEAD TEACHER

- ghislaine.pellat@univ-grenoble-alpes.fr
■ Tél. +33 608 246 727
- Francispithon@orange.fr
■ Tél. +33 689 649 671
- patricia.segonds@univ-grenoble-alpes.fr
■ Tél. +33 661 639 107
- sciencetrading@univ-grenoble-alpes.fr

REGISTRATION



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

<https://candidat.univ-grenoble-alpes.fr/>



SCIENCE TRADING MASTER'S DEGREE

SALES, MARKETING,
COMMUNICATION, MANAGEMENT,
BIOLOGY, CHEMISTRY, PHYSICS



ScienceTrading Master's degree skills in Science, Sales and Marketing.
An international training at the University of Grenoble Alpes, in close contact with companies

Lectures

Lectures are offered in English to french and international students with a scientific degree who wish to be trained in sales and marketing. The students are trained by international lecturers including senior members of the industry.

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 = 21 ECTS

- Sales and Commercial negotiation
- Omnichannel method for selling and business ethic
- Marketing for international markets
- Sociological and multicultural approach of market
- Company Knowledge and management
- How to build and manage a Commercial Programme
- How to establish relationships and links with the professional worlds

Scientific Program = 12 ECTS

- Biotechnology (biology and chemistry) / Physics technology (physics)
- Answers to metrology challenges
- Imaging technologies and applications
- English (mandatory without a B2 level) or new language

Internship

3 weeks per month in a Company during one year.

THE INTERNSHIP IS :

- Empowerment of the knowledge acquired is implemented in the professional context
- A springboard for your career.

This internship takes place from September until July.

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

After the ScienceTraining Master, 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 for European students : www.mon-vie-via.businessfrance.fr for european students.

