Growth & Business Development Internship

Duration 6 months ◆ **Start** January 2027 ◆ **Location** Paris (2nd arr.)

◆ ABOUT ARLEQUIN AI

Founded in 2024 by Hugo Micheron (CEO, Sciences Po) and Antoine Jardin (CTO, CNRS), Arlequin AI is a Paris-based deeptech startup that develops its own AI models to help public institutions and private companies understand social, political and territorial dynamics. Following a €28M Series A in September 2026, it is building its sales teams with top-tier profiles.

◆ KEY RESPONSIBILITIES

- Identify and qualify business opportunities in the public and private sectors.
- Contribute to defining and executing the business development and go-to-market strategy.
- Complex sales cycles: support deals through to closing with C-level stakeholders, in France and internationally.
- Draft and lead Arlequin AI's applications (public tenders, innovation challenges, awards…).
- Help structure sales tools and activate the first strategic partnerships.

◆ WHY JOIN ARLEQUIN?

- Join a venture with strong technological and human potential. The internship may lead to a permanent position.
- Work on strategic issues at the crossroads of geopolitics, sovereignty, AI and social understanding.
- Contribute to an ambitious, fast-growing project, with direct exposure to public and private clients.

◆ PROFILE

- Student looking for a gap-year or end-of-studies internship.
- Master's-level programme: top business school, Sciences Po, Dauphine, etc.
- At least 6 months of prior experience, ideally in business development, consulting, a start-up or the public sector.
- Proficiency with generative AI tools and LLMs (Claude, ChatGPT, etc.): automating sales tasks, designing prompts and structuring workflows or AI agent architectures.
- Excellent synthesis, writing and presentation skills; at ease with C-level stakeholders.
- Comfortable with prospecting and CRM tools (HubSpot, Apollo, etc.).
- Strong interest in AI, data processing, and geopolitical and societal issues.
- Excellent English (international clients, multilingual campaigns and presentations).

CONTRACT	COMPENSATION	BENEFITS	HOW TO APPLY
6-month internship	€1,500 gross / month	50% of Navigo transit pass	CV + cover letter to mennecart@arlq.ai Subject: "Recrutement GTM - [your name]"