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## About Lightly Technologies

Lightly Technologies, s.r.o. is an innovative deep-tech startup based in Brno, Czech Republic. We develop portable chemical analyzer based on our patented UV-Fingerprint technology that enables rapid, field-ready detection and identification of chemical substances (drugs, pharmaceuticals, food adulterants) in under 10 minutes, without requiring laboratory calibration. Our technology combines advanced photochemistry, bioanalytical methods and machine learning. We work closely with law enforcement agencies including the Czech Police, INTERPOL, and U.S. federal agencies.

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## About the Role

Lightly Technologies is at an exciting inflection point: our technology is proven in the laboratory and is moving towards field deployment. We now need to turn this into a sustainable commercial reality. As a Business Development Intern, you will work directly with our CEO and the founding team on market research, customer validation, partnership development and the preparation of commercial materials. You will gain first-hand experience of how a deep-tech startup in the precision analytics and security space navigates complex B2G markets in Europe and beyond.

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## Key Responsibilities

- Be part of day-to-day business activities of fast growing startup company.
- Conduct structured market research: map the landscape of competitors (ThermoFisher, 908 Devices, NarTest, ChemImage, LightSense Technology and others), identify market trends and track regulatory developments relevant to field chemical analysis.
- Support customer discovery and validation: prepare outreach materials and assist in communication with target customer segments — law enforcement agencies, customs authorities, pharmaceutical companies and food & beverage producers.
- Assist in the preparation of business development materials: pitch decks, one-pagers, product sheets and grant-related commercial documentation.
- Support the development and tracking of partnership leads, including government agencies (the Czech Police, INTERPOL, DEA, EU customs) and private-sector partners.
- Contribute to the ongoing feasibility study by mapping customer requirements and willingness-to-pay across different verticals.
- Monitor and report on funding opportunities, accelerator programmes and relevant industry events in the European deep-tech / security / precision medicine space.
- Support operational and administrative tasks across the above responsibilities, including coordination with internal teams, external stakeholders, and relevant government bodies.

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## Requirements

- Strong interest in deep-tech, medtech or security technology startups.
- Analytical mindset — comfortable working with data, market reports and financial projections.
- Excellent written and verbal communication skills in English; additional European languages (Czech, German, French) are a strong advantage.
- Proactive, entrepreneurial attitude and ability to work independently.
- Comfort with ambiguity and rapid change. Ability to adapt quickly as priorities shift in a fast-moving startup environment.
- Prior experience in a startup, consulting or public-sector environment is a plus but not required.

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## What We Offer

- A front-row seat at a fast-growing deep-tech startup working with the Czech Police, INTERPOL and U.S. federal agencies.
- Direct mentorship from our CEO, Monika Štěpánová (serial entrepreneur, Forbes 30 under 30, EIT Innostars Award winner, YTILI fellow).
- Exposure to the full B2G commercial cycle in the European security and precision medicine sectors.
- Financial compensation in line with InnovPrecMed project rules.
- Flexible working arrangement (on-site in Brno / hybrid); some travel to events or customer meetings may be possible.
- A strong professional network and references for your future career in the deep-tech ecosystem.

## How to Apply

Send your CV to:

[alex.paroulek@lightly.bio](mailto:alex.paroulek@lightly.bio)