



JOB DESCRIPTION

START ATTRACTOR

Piazza S. Paolo a Ripa D'Arno, 16
56125 Pisa
info@startattractor.eu
www.startattractor.eu

Job Title: Business Developer

Location: Pisa, Italy (hybrid – on-site and remote)

Contract type: Fixed-term, full-time

Reports to: President

Scope

The Business Developer supports Start Attractor's mission to connect companies, startups, and academic research by identifying business opportunities, building strategic relationships, and helping design and sell innovation and venture-building services.

The role focuses on:

- a. scouting and converting new business opportunities (open innovation projects, venture-building programs, training and networking services);
- b. supporting the design and pricing of service offerings in line with Start Attractor's strategic goals;
- c. developing and managing relationships with corporate partners, SMEs, startups, investors and institutions.

Key Responsibilities

Business Development and Sales: identify, qualify, and manage new business opportunities with companies — large corporates, SMEs, startups — and institutional partners; conduct needs analysis with prospective clients to understand innovation, venture-building, and training requirements; contribute to the design and pricing of service proposals, including: open innovation projects, venture-building programs (pre-incubation, pre-acceleration, acceleration), training and up-skilling initiatives, networking and community services (e.g., Start Club); prepare and present commercial offers, slide decks, and supporting documentation; support in negotiation and closing of agreements, in coordination with senior management.

Account and Relationship Managements: develop and maintain long-term relationships with corporate partners, SMEs, startups and institutional stakeholders; act as a point of contact for assigned accounts, ensuring high-quality relationship management and timely follow-up. coordinate with internal teams to ensure smooth delivery of projects and services; contribute to customer satisfaction monitoring, collecting feedback and identifying opportunities for improvement and upselling.

Market Intelligence & Service: Design Monitor trends in innovation, venture building, startup ecosystems, AI, digital and green transition (with a focus on Start Attractor's priority sectors); map relevant ecosystems (companies, startups, hubs, investors, clusters, industry associations) and identify potential partners and clients; provide input on new services or formats (e.g., programs, events, training modules) based on market feedback and customer needs.

Support to Communication and Events: contribute business-oriented content for presentations, brochures, website and social media; support the promotion of programs and events; actively participate in and occasionally support the organization of networking events, workshops, pitch days, roadshows, representing Start Attractor in a professional and credible way.

Reporting and Administration: maintain an up-to-date CRM/contacts database (companies, startups, institutions) and track interactions and opportunities; produce periodic reports on pipeline, closed deals, and key KPIs, aligned with Start Attractor's business plan.

Required Qualifications and Experience

- a. Master degree in Economics, Management, Engineering, Innovation Management, or related fields; a PhD degree is considered a plus;
- b. 2–5 years of professional experience in at least one of the following areas: business development / sales (B2B); innovation management / open innovation; startup incubation/acceleration or venture capital; consulting (strategy, innovation, digital transformation);
- c. proven experience in managing relationships with companies and/or startups;
- d. solid understanding of at least some of the following domains: open innovation, startup ecosystems, venture building, AI and digital transformation, green transition, or technology transfer;
- e. excellent spoken and written English (minimum C1); good working knowledge of Italian (or commitment to reach it in a short time);
- f. experience in research projects is considered a plus.

Key Skills and Competencies

Technical / Professional Skills: ability to conduct needs analysis with companies and translate it into concrete projects and services; familiarity with business models, basic financials, and value proposition design; strong presentation and pitching skills, both in person and online; ability to work with CRM tools, office productivity tools (Office/Google suite), and basic collaboration platforms; comfortable working with data and KPIs to track performance.

Soft Skills: strong relationship-building and stakeholder management skills; entrepreneurial mindset: proactive, opportunity-driven, comfortable in dynamic environments; team player with the ability to work in cross-functional and multi-stakeholder contexts; problem-solving attitude and ability to work with partial information; excellent communication skills, clarity, and listening ability; high standards of ethics, integrity, and confidentiality.

What we offer

- a. The opportunity to work at the intersection of universities, companies, startups and institutions, contributing to impactful innovation projects;
- b. a dynamic, collaborative environment with exposure to high-level partners, mentors and investors;
- c. training and professional development opportunities aligned with the role;

- d. employment contract in line with the Italian National Collective Agreement for the Commerce sector (CCNL Commercio);
- e. compensation consistent with skills and experience.

Contact

For any additional information check the web site www.startattractor.eu or send an email at info@startattractor.eu

Start Attractor is an equal opportunity employer and considers qualified applicants for employment without regard to race, color, creed, religion, national origin, sex, sexual orientation, gender identity and expression, age.