



START ATTRACTOR

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JOB DESCRIPTION

Job Title: Business Development & Venture Building Lead

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

Contract type: Fixed-term, full-time, with the goal of conversion into a permanent position based on mutual fit and performance

Reports to: President

About Start Attractor

Start Attractor connects companies, startups, universities, investors and institutions to turn innovation opportunities into concrete projects, ventures and partnerships.

We work at the intersection of open innovation, venture building, startup acceleration, technology transfer, training and ecosystem development. Our ambition is to become a reference platform for companies and institutions that want to access entrepreneurial talent, emerging technologies and high-impact innovation programs.

We are now entering a new growth phase and are looking for our first business hire: someone who will not simply execute a predefined sales process, but will help us build it.

The Role

We are looking for a Business Development & Venture Building Lead to work directly with Start Attractor's leadership and help shape our commercial strategy, service offering and partnership network.

This is a founding business role. You will contribute to identifying new opportunities, developing strategic relationships, designing offers, opening conversations with companies and institutions, and turning Start Attractor's expertise and network into scalable services.

You will be involved in areas such as:

- a. open innovation projects;
- b. venture-building programs;
- c. pre-incubation, acceleration and startup support initiatives;
- d. corporate training and upskilling;
- e. networking formats and community initiatives;
- f. partnerships with companies, SMEs, startups, investors, universities and institutions.

This role is ideal for someone who enjoys building from scratch, working with autonomy, creating opportunities and operating in a dynamic environment where strategy and execution are closely connected.

What you will do

Build business opportunities: you will identify, qualify and develop new opportunities with corporates, SMEs, startups, investors and institutional partners. You will open

conversations, understand client needs and help transform them into concrete innovation, venture-building or training projects.

Shape our commercial offering: you will contribute to designing and pricing Start Attractor's services, including open innovation projects, acceleration programs, venture-building initiatives, training modules, networking formats and community-based services.

Manage relationships and partnerships: you will develop long-term relationships with strategic stakeholders, acting as a credible point of contact and helping Start Attractor become a trusted partner for companies, institutions and ecosystem players.

Support sales and proposal development: you will prepare presentations, commercial offers, pitch materials and supporting documentation. You will support negotiations and help close agreements in coordination with senior leadership.

Bring market intelligence: you will monitor trends in startup ecosystems, AI, digital transformation, green transition, technology transfer and innovation policy. You will map relevant actors and identify new opportunities for partnerships, clients and programs.

Help build the growth engine: as the first business hire, you will help structure our CRM, pipeline management, commercial KPIs, follow-up processes and reporting. Your work will contribute directly to the future business development model of Start Attractor.

What we are looking for

We are looking for a proactive, entrepreneurial person who combines relationship-building skills with strategic thinking and execution ability.

You may be a good fit if you have experience in one or more of the following areas:

- a. business development or B2B sales;
- b. innovation consulting;
- c. open innovation;
- d. startup incubation or acceleration;
- e. venture building;
- f. venture capital or startup investment;
- g. corporate innovation;
- h. partnerships or ecosystem development;
- i. technology transfer or research-based innovation

Required qualifications and experience

- a. Master's degree in Economics, Management, Engineering, Innovation Management or a related field.
- b. Around 2–5 years of relevant professional experience.
- c. Ability to interact confidently with companies, startups, institutions and senior stakeholders.
- d. Strong interest in innovation, entrepreneurship, emerging technologies and venture building.
- e. Excellent written and spoken English and Italian.

- f. Strong presentation, communication and relationship-management skills.
- g. Ability to work independently in an entrepreneurial and evolving environment.

A PhD, experience in research projects, knowledge of technology transfer, or an existing network in the innovation and startup ecosystem will be considered a plus.

What matters most

We do not expect you to have done everything already. What matters most is that you are curious, structured, commercially minded and comfortable building something new.

We are especially interested in people who:

- a. can open doors and build trust;
- b. are comfortable speaking with companies and institutions;
- c. can turn needs into concrete proposals;
- d. enjoy working across business, innovation and entrepreneurship;
- e. are proactive and opportunity-driven;
- f. can operate with partial information;
- g. want to grow together with the organization.

What we offer

- a. A founding business role with direct exposure to Start Attractor's leadership.
- b. The opportunity to help shape the commercial strategy, service portfolio and partnership model of a growing innovation platform.
- c. Work at the intersection of universities, companies, startups, investors and institutions.
- d. Exposure to high-level partners, mentors, entrepreneurs and ecosystem players.
- e. A dynamic and collaborative environment with room for initiative and ownership.
- f. Professional development opportunities aligned with the role.
- g. A fixed-term full-time contract under the Italian National Collective Agreement for the Commerce sector, designed as a mutual test phase.
- h. The clear intention to transform the role into a permanent position if there is strong mutual fit and the agreed objectives are achieved.
- i. Compensation aligned with skills and experience.

What matters most

During the first year, you will help us:

- a. build and manage a qualified pipeline of companies and institutional partners;
- b. validate and refine Start Attractor's commercial offering;
- c. develop strategic partnerships;
- d. contribute to commercial materials, proposals and pricing models;

- e. support the launch and growth of innovation, venture-building and training initiatives;
- f. create the foundations of a repeatable business development process.

If successful, this role can evolve into a long-term leadership position in business development, partnerships and growth.

How to apply

For any additional information check the web site www.startattractor.eu or send your CV 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.