START ATTRACTOR

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www.startattractor.eu

JOB DESCRIPTION

Job Title: Business Developer Associate
Location: Pisa, Italy (hybrid – on-site and remote)
Contract type: Fixed-term, full-time
Reports to: President

Scope

As Junior Business Developer, you'll help Start Attractor turn companies' R&D challenges and training needs into collaborative research projects and tailored continuing professional development programs. You'll have the opportunity to work on projects across a wide range of disciplines, drawing on expertise from 21 departments at the University of Pisa and a network of 12 partner universities across Europe and beyond.

Working with the Business Development Manager and the wider team, you will:

a) Identify and engage prospective companies. Research target companies, identify relevant contacts, present Start Attractor's services and secure introductory meetings.
b) Qualify opportunities and gather briefs. Support meetings with prospective companies, clarify their R&D challenges or training needs and document the agreed next steps.
c) Help progress straightforward agreements. Support the preparation of standard agreements and coordinate follow-up through to signature.
d) Build and maintain the CRM. Add new companies and contacts, keep records up to date and track outreach, meetings and follow-ups.
e) Support marketing activities. Contribute to campaigns aimed at companies and help maintain relationships with prospects who are still exploring a collaboration.

Key Responsibilities

- Identify target companies and decision-makers, and book introductory meetings.
- Present Start Attractor's research, innovation and tailored training services also preparing support materials. Help qualify opportunities, gather company briefs and prepare proposals.
- Follow up with prospects and help take standard agreements through to signature.
- Grow and maintain the CRM, track opportunities and next steps, and support pipeline reporting.
- Support marketing campaigns, prepare materials for companies and represent Start Attractor at selected business events.

Required Qualifications and Experience

a. Bachelor's or Master's degree in Economics, Management, Engineering, Innovation Management, or related fields; a PhD degree and STEM competences are considered a plus;
b. 1-3 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. strong interest in innovation, entrepreneurship, startup ecosystems and emerging technologies;
d. excellent spoken and written English (minimum C1); good working knowledge of Italian (or commitment to reach it in a short time);
e. participation in startup projects, entrepreneurial initiatives, research activities or student associations will be considered a plus.

Key Skills and Competencies

Technical / Professional Skills: ability to conduct needs analysis and analyze business opportunities; basic understanding of business models, basic financials, and value proposition design; good 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; interest in 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. A structured growth path within the innovation ecosystem;
b. Mentoring and direct exposure to Start Attractor's leadership team;
c. Training opportunities in business development, innovation management and startup ecosystems;
d. The opportunity to work with companies and researchers on collaborative R&D and tailored training programs;
e. a dynamic, collaborative environment with exposure to high-level partners, mentors and investors;
f. employment contract in line with the Italian National Collective Agreement for the Commerce sector (CCNL Commercio);
g. gross annual salary (RAL) ranging from €28,000 to €34,000, commensurate 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.