



START ATTRACTOR

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JOB DESCRIPTION

Job Title: Junior Business Developer

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

Contract type: Fixed-term, full-time

Reports to: President

Scope

The Junior Business Developer supports Start Attractor's mission to connect companies, startups, and academic research by contributing to business development activities, stakeholder engagement and the promotion of innovation and venture-building services.

The role focuses on:

- a. supporting the identification of new business opportunities (open innovation projects, venture-building programs, training and networking services);
- b. contributing to the development and presentation of service offerings in line with Start Attractor's strategic goals;
- c. supporting the management of relationships with corporate partners, SMEs, startups, investors and institutions.

Key Responsibilities

Business Development and Sales: support the identification and qualification of new business opportunities with companies — large corporates, SMEs, startups — and institutional partners; conduct needs analysis and help identify prospective clients and collaborators; contribute to the preparation 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); support senior team members in proposal development, commercial offers, slide decks, and supporting documentation; support in negotiation and closing of agreements, in coordination with senior management.

Account and Relationship Managements: assist in maintaining long-term relationships with corporate partners, SMEs, startups and institutional stakeholders; support follow-up activities and stakeholder communications; contribute to customer satisfaction monitoring, collecting feedback and identifying opportunities for improvement and upselling.

Market Intelligence & Service:

Monitor trends related to 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 support the identification of 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); support reporting activities related to pipeline management, closed deals, and key KPIs, aligned with Start Attractor's business plan; ensure that all activities are carried out in compliance with Start Attractor's Code of Ethics, Corporate Handbook, Model 231, and internal procedures (including those on data protection and use of AI tools).

Required Qualifications and Experience

- a. Bachelor's or Master's degree in Economics, Management, Engineering, Innovation Management, or related fields; a PhD degree is considered a plus;
- b. Up to 2 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. good 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. 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 at the intersection of universities, companies, startups and institutions, contributing to impactful innovation projects;
- e. a dynamic, collaborative environment with exposure to high-level partners, mentors and investors;
- f. training and professional development opportunities aligned with the role;
- g. employment contract in line with the Italian National Collective Agreement for the Commerce sector (CCNL Commercio);
- h. 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.