

# accelerat

## JOB POSITION

### About Accelerat

Accelerat is a dynamic deep-tech startup company that provides advanced software solutions to guarantee high levels of cyber-security, safety, and time-predictability at the edge for next-generation cyber-physical systems, like autonomous vehicles, factory automation, and advanced robots.

As spin-off company of the Scuola Superiore Sant'Anna of Pisa, innovation is part of our DNA, meeting and solving the challenges of the ever-evolving cyber-physical world.

**Opportunity:** Join Accelerat family as Full-time Senior Tech Business Developer (fixed remuneration + MBO)

**Location:** Hybrid. When in person, at Polo Tecnologico di Navacchio, Cascina (PI)

**Company Vibes:** Tech enthusiasts 🚀, but also fun enthusiasts 🍷! At Accelerat, we're not just creating a safe and secure future, we're throwing a party, and everyone's invited!

### Required Skills

- Master's degree in business, engineering or related field with background in computer science
- Experience in B2B sales and partnerships, ideally in deep-tech, cybersecurity, or embedded systems
- Proficiency in analyzing market trends, customer behaviors, and competitive positioning
- Experience in using CRM and analytics tools to track leads, opportunities, and sales performance
- Communication and presentation skills
- Experience in creating sales presentations
- Fluent in English
- 😊 Team player vibes – we're all in this together, like a tech Avengers squad
- 😊 The ability to turn caffeine into vibrant stuff (we provide the coffee, you bring the magic)

### Nice Superpowers to have:

- Knowledge of embedded systems and virtualization technology

### Responsibilities

The candidate will play a pivotal role within the company, working closely with the CEO, CTO, and marketing specialists to lead the definition and implementation of commercial guidelines while overseeing the recruitment and development of the sales team—a critical step for the company's growth. Responsibilities include continuously analyzing the market, implementing effective client relationship management strategies, generating leads, qualifying prospects, managing the sales pipeline, delivering impactful sales presentations and technical pitches, and fostering relationships with strategic partners. The candidate will also collaborate with the R&D team to ensure product positioning aligns with market demands. The role involves international travel for customer meetings and exhibitions.

### Mood & work approach

Picture this: Flexible remote working policy, possibility to travel, epic team outings, and a vibe that's more startup fiesta than a regular 9-to-6

## How to Join the Party

Ready to meet such a nice family? Send your CV to [info@accelerat.eu](mailto:info@accelerat.eu) or apply at <https://accelerat.eu/life-at-accelerat/work-with-us/>