



ITA Global Startup Program 2020 Business Development Specialist and Tutor

Description of Position

The ITA - Chicago is currently recruiting two candidates for the Business Development Specialist and Tutor positions as part of the ITA Global Startup Program – II Edition.

We are looking for professionals who are interested in supporting dynamic foreign startups and who are comfortable working independently yet collaboratively with external clients and senior leaders within the ITA.

As a collaborator, the candidate will provide advisory services on business development, investor relations, marketing, sales and networking tactics regarding up to 15 (fifteen) Italian startups whose training and incubation will be sponsored by the ITA throughout the end of 2020 and into 2021 at two incubators in Chicago, IL.

Candidates will be responsible for supporting these startups within the following verticals.

Candidate 1: Information and Communications Technology (ICT), Smart Cities, Martech and Adtech and Design.

Candidate 2: IoT and Advanced Manufacturing, Biotech and Medtech, Robotics and Automotive and Mobility.

Key responsibilities

- The startups will be engaged in a virtual pre-program through the contracted incubators where initial introductions will be made. During this process the individual startup goals and objectives will be delineated. Specific activities will include the following.
 - Assist the startups in synthesizing their goals and objectives in order to help conceptualize a road map to their success during the next phase.
 - Assist start-up with business development planning
 - Review, monitor and support training and other development actions carried out during a 'pre-program' phase through the assigned incubators in the 4th quarter of 2020.
- Support incubator and startup activity in the US during an in-person program to begin not before 2nd quarter 2021. The in person incubation program will consist of delivering a specific curriculum focused on entrepreneurship and business

development to the startups over the course of 8 consecutive weeks inside the contracted incubator. This will coincide with various pitching and networking events designed to help each startup reach their goals and objectives. The candidate will assist the startups and ITA to maximize the success of the startups in this phase, in close collaboration with the incubator. Specific activities will include the following.

- In collaboration and synergy with staff at the incubator, advise participating startups on basic skills at a tailor made level in the above mentioned areas of business development, investor relations, marketing, sales and networking tactics. In particular, support business development activities and the prospecting of potential distributors, end clients and partners of the participating start ups
- Liaise between the incubator hosting participating startup companies and ITA
- Manage the preparation and the delivery of weekly reports containing performance indicators about the program and a final report about the progress and/or barriers each startup has experienced during the pre-phase and incubation periods
- Track, analyze and report to the ITA Chicago office on relevant industry trends, new and emerging opportunities, and potential networking events in order to support and develop the startup ambitions within the US market
- Collaborate in organizing events to include networking event design, inviting key players, making introductions, and generally helping the startup to make their own key connections.
- Help the ITA Chicago office in organizing site visits to relevant research centers, technology parks and company headquarters for appropriate startups to witness the best practices of regional centers of excellence

Employment time frame and stipend

Services will be requested starting in November 2020. A minimum of 10 hours of work per week is requested, excluding transfers, all at ITA's or at the incubator's premises. The total number of hours is to be agreed upon at the start of each phase, but tentatively is as follows.

Phase 1: Pre program (November, 2020 to January, 2021) about 100 hours.

Phase 2: In-person incubation program and events (8 consecutive weeks in 2021) about 400 hours. In the event phase 2 is forced to be held virtually, the candidate will perform similar duties on a virtual basis to assist the startups with networking, research and investment attraction.

Coordination reporting and followup (throughout the program) about 100 hours



ITALIAN TRADE AGENCY

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Applicants should state their stipend request, within a range of \$2,000 to \$2,700 per block of 100 hours for the above services rendered, based on the candidate's skills and resumé.

The position will be awarded based on competencies, an interview and the appropriateness of the stipend request, within the above-mentioned limits.

Qualifications

- Four-year degree in engineering, information sciences, marketing, or business and 3+ years business development experience,
- Four-year degree in a different subject with of 7+ years business development experience
- Experience providing market development, competitor analysis and opportunity analysis
- Excellent conceptual and analytical skills, e.g., assessment of strategic market and business opportunities, structured thinking and problem solving
- Ability to obtain information and to assemble and synthesize research from multiple sources in a clear, consistent and understandable manner
- Knowledge of the startup ecosystem and how to leverage it for the benefit of our startups

Other

- Current resident of the Chicagoland area. No relocation reimbursement provided
- USA Citizens or Permanent Residents only

The Italian Trade Agency is an equal opportunity employer

The ITA - Italian Trade Agency is the Governmental agency that supports the business development of Italian companies abroad and promotes the attraction of foreign investment in Italy. With a motivated and modern organization and a widespread network of overseas offices, ITA provides information, assistance, consulting, promotion and training to Italian businesses and particularly to small and medium sized ones. Using the most modern multi-channel promotion and communication tools, it acts to assert the excellence of Made in Italy in the world.

Applications will be received at the ITA Chicago office at chicago@ice.it from October 20, 2020 through November 2nd, 2020 or online through the web portal <https://indeedhi.re/2IGKTeO>

For any questions or further inquiries please email the ITA Chicago office at chicago@ice.it