

Life Science Startup Coach (50%)

Università della Svizzera italiana (USI) is a young and agile reality in continuous development, launched towards new challenges under the banner of its three guiding values: quality, openness, and responsibility. Active in various areas of study and research, USI offers its students an education as protagonists, engaging and interdisciplinary, and its researchers and collaborators a privileged space of autonomy and freedom of initiative.

The USI Startup Centre (USC) supports entrepreneurs in the early stages of developing their startup projects through an incubation program, promotes a culture of innovative entrepreneurship within the academic context, and serves as a gateway to a dynamic community of researchers, students, entrepreneurs, investors and experts. The incubator handles approximately 30% of support requests from startup projects operating in the Life Science (LS) sector, specifically in the Biotech and Medtech/AI domains.

In order to enhance USC's capacity to support startups through specialized coaching, thereby maximizing their project potential and market success, USC is opening a call for a position of:

Startup Coach, Life Science Area (50%)

Position

Examples of activities

- Strategic coaching for startups/startup projects to consolidate business models, go-to-market strategies, and market research
- Support in non-dilutive fundraising (grants, competitions) and dilutive fundraising (support in preparing due diligence for private investors and venture capital)
- Organization of events to support startups (both internal to the Centre and participation in external industry trade fairs)
- Networking with relevant stakeholders (investors, advisors, industry companies, etc.)
- Support for strategic analyses for startups (business plans, competitor landscape, support for market-driven scientific development strategies, pitch decks, IP landscape, etc.)

Profile, skills and professional experience

- Education: degree in Life Science-related fields (e.g. biology, medical sciences-biotechnology, pharmacy, physics...) or relevant educational and professional experience in the Life Science (LS) sector
- Experience in supporting early-stage LS startup projects (minimum 3 years, ideally 5+ years), experience in incubation and acceleration programs, startup consulting/coaching, open innovation
- Plus: knowledge of the Swiss LS market (companies, investors, CROs, CDMOs, incubation-acceleration programs, academia)

- Excellent knowledge of English and Italian. A second Swiss official language is considered as preferred qualification
- Excellent IT skills (Office suite, online management tools, etc.)

Personal and soft skills

- Strong interpersonal skills within teams and with diverse and institutional audiences
- Operational speed and learning ability, precision and discretion
- Ability to take responsibility and manage and complete work autonomously, meeting high quality standards
- Accuracy, attention to detail, quality culture and ethics
- Awareness of context and appropriateness in approach and interaction
- Flexibility in managing multiple activities simultaneously, adaptability, and ability to handle workload, responsibilities, and complexity
- Open personality, able to operate in an international and intercultural environment

In the event of equal qualifications, preference will be given to candidates of Swiss citizenship or those domiciled in Switzerland.

Working at USI

The administrative staff at USI plays a key role in ensuring the University's smooth operation through cohesive teams and a streamlined organisational environment. The dynamic and flexible work environment serves as a motivational force for innovative and efficient management with a multicultural and interdisciplinary focus. As an institution that values diversity, USI strongly encourages applications from women and individuals from underrepresented groups.

Employment Conditions and Benefits

- A stimulating work environment within a university context
- Support for continuous education and professional development.
- Flexible working hours and remote work options.
- Fringe benefit (es. public transport subsidies, sports activities).
- Competitive contractual terms and social security benefits.

Employment Terms

- Entry into service: as soon as possible
- Permanent contract (subject to a standard probationary period)
- Part-time (50%)
- Initial salary: According to the Collective Labour Agreement (CCL), to be determined based on the candidate's profile and experience (salary class 7, min CHF 68'000 / max CHF 94'656 or class 8, min CHF 80'000 / max CHF 111'360)
- Standard statutory benefits
- Reporting line: Collaborator of the Incubator Service, reporting to the USC Director and the Coordinator of the USC's Incubator.
- Workplace: Lugano

Applications

Applications may be submitted upon acceptance of the privacy policy governing the processing of candidates' personal data, available at [LINK](#).

- Applications must be submitted ONLINE by completing the form available at [APPLY](#).
- Completing the online form is mandatory and required for the application to be valid.
- The form requires the following information:
 - Personal data;
 - Academic degrees and diplomas;
 - Professional experience;

- Language skills;
- At least two professional references;
- A brief statement of motivation.
- The following documents must be uploaded to the form:
 - Cover letter explaining the reasons for your interest in the position;
 - Curriculum vitae;
 - Employment and academic certificates (specifically the highest degree obtained).

Applications submitted in any other form will not be considered.

- The position will remain open until filled.

For inquiries regarding the position:
samuele.morales@usi.ch

For technical inquiries regarding the ONLINE form:
[danijela.milicevic@usi.ch](mailto:danjela.milicevic@usi.ch), Human Resources

Lugano, 26 January 2026