Dr Sabrina Livadiotti

Deep-tech business developer · climate and energy

I help deep-tech startups and SMEs sell complex technical products: long sales cycles, expert buyers, technology that has to be built before it can be sold. And I help them fund that journey with non-dilutive grants.

Energy and storage · Hydrogen · Water · Agritech · Circular economy

RESULTS AT THRUSTME, 2021–2025

Founding sales team member at ThrustMe, a French deep-tech hardware startup. I joined when it had a handful of clients and helped turn it into a reference player in its market, with recurring contracts worldwide.

~35 M€
in contracts closed over the period (team result, with my contribution)

4
continents of recurring clients: North America, Europe, Asia, Latin America

National agencies
among the clients won

Horizon · Bpifrance
successful non-dilutive funding applications

- Found and qualified opportunities, from first contact to signature.
- Winning proposals and tenders for highly technical buyers.
- Product–market fit: steering the roadmap toward real client needs.
- Negotiation, long-term accounts, quarterly forecasts.

WHAT I OFFER

TO START
Commercial diagnostic
Market, priority segments, competitors and a first action plan, delivered in a few weeks.

90 DAYS
Go-to-market sprint
Build the sales engine: targets, messaging, pipeline, first conversations with buyers.

NON-DILUTIVE
Bpifrance, EIC and Horizon applications
A writing partner for the CEO: I draft the market, commercialisation and go-to-market sections of the application, with an engineer's eye on the technology.

COMPLEX SALES
Tenders and proposals
Technical and commercial bids for demanding public and industrial buyers.

ONGOING
Part-time BD Expert
A set number of days per month, agreed together, to run sales before you hire a full-time commercial lead.

HOW I WORK

Format	Remote, fixed-scope and fixed-price engagements.
Languages	Fluent English, Italian and Spanish; basic French.
Background	4 years in a prominent BD role, working hand in hand with the CEO of a deep-tech company. PhD in aerospace engineering (University of Manchester), developing and integrating algorithms on board the SOAR satellite for an in-orbit demonstration. MSc in aerospace engineering (Politecnico di Torino). I speak the language of technical teams.

FIRST CONVERSATION

30 minutes, free: you walk me through your technology and market, I tell you where the commercial levers are.

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