

LIVIA

AUTONOMOUS CROP INTELLIGENCE FOR VINEYARDS & HIGH-VALUE CROPS

We are hiring our first non-technical team member

Business Development & Operations Associate

Cyprus-based · Hybrid

Full-time · part-time considered

Start: November 2026

€2,000 gross / month + options

Who we are

About LIVIA

LIVIA is building the first autonomous crop intelligence platform for vineyards and other high-value crops. We combine autonomous drones, solar-powered docking stations, satellite data and a multi-agent AI decision layer to give growers something they have never had: a continuously updated, field-level picture of what is actually happening in their crops.

We are currently running pilots with two vineyards in Cyprus, backed by Letters of Intent from many more growers and partners, and hold a Letter of Support from the Cyprus Ministry of Agriculture. We took 1st Place for European Innovation of the Year at GEN-E Europe 2026 and won the FedEx Access Award, and we are part of the Bank of Cyprus IDEA Accelerator 2026 cycle. Paid pilots begin in March 2027, with full commercial rollout in January 2028.

The founding team comes from MIT, Rice University, Imperial College London and the University of Amsterdam. We are small, fast, and about to scale from pilots into a real commercial product across Cyprus, the US and Southern Europe.

You would be our first non-technical hire.

AT A GLANCE

LOCATION

Cyprus-based
Hybrid, travel to Nicosia

START DATE

1–30 November 2026
Full-time; part-time considered

COMPENSATION

€2,000 gross / mo
+ bonus + share options

APPLICATIONS CLOSE

18 October 2026
23:59 Cyprus time
Rolling review

The Role

This is a broad, high-ownership role for someone early in their career who wants to learn how a technology company is actually built — by doing it, not by watching.

You will work directly with the CEO, and much of the time you will be the person the outside world meets first. You will stand on stage and explain what LIVIA does. You will sit across from growers and partners and earn their confidence. You will run the projects that prove we work and write the proposals that fund us.

Some weeks that means presenting LIVIA at a conference in Nicosia. Some weeks it means walking a vineyard in Limassol with a winery owner. Some weeks it means drafting a grant application at your kitchen table.

If you want a narrow job description and a predictable calendar, this is not it. If you want to be genuinely indispensable to a company at the moment it takes off, read on.

Day to day

What You'll Do

Represent LIVIA in Public

CORE OF THE ROLE

Present LIVIA at conferences, industry events, accelerator sessions, panels and partner meetings. You will pitch us, demo us and answer hard questions from agronomists, winemakers, investors and government officials. When the founders are abroad — which will be often — you are the company in the room.

Client & Partner Communications

Own the day-to-day relationships with our grower clients, pilot partners, sponsors and institutional contacts. Be the person they call. Prepare the materials, run the follow-ups, keep every relationship warm and moving forward, and bring what you hear in the field back to the team.

Business Development

Identify and open new opportunities — wineries, distributors, agricultural bodies, sponsors and partners. Build the pipeline, make the introductions happen, and help convert conversations into signed agreements.

Project Management

Run our CSR and community projects, pilot programmes and partnership initiatives. Keep timelines, deliverables and stakeholders on track, and make sure what we promised is what gets delivered.

Proposal & Grant Writing

Draft and submit funding applications, grant proposals, competition entries and CSR sponsorship proposals. This is a meaningful part of the role and a real skill you will build here — non-dilutive funding is how companies like ours survive their first years.

Operations

Handle the practical machinery of a growing company in Cyprus: coordinating with our corporate service providers and accountants, managing documentation and filings, insurance and registrations, procurement, and anything else that needs a capable human on the ground.

Executive Support

Support the CEO with scheduling, inbox management, travel and meeting preparation. This is part of the job, not the whole job — but at a company our size, everyone does some of it.

What We're Looking For

ESSENTIAL

- **You can hold a room.** You are comfortable — ideally energised — standing in front of fifty people and explaining something technical without notes. Whether that came from debating, teaching, student societies, conference talks or a job, we want evidence of it.
- A degree in a **STEM field** — engineering, agriculture, biology, environmental science, computer science, physics or similar. Final-year students are welcome.
- **0–3 years of experience.** Recent graduates are genuinely welcome.
- Native or near-native **Greek** and fluent professional **English**, both written and spoken. You will present in both.
- Strong, clear writing. Much of this role is persuading people in writing.
- A driving licence and willingness to travel across Cyprus, including to vineyards and to Nicosia for meetings.
- Evidence that you have owned something start to finish without being managed — a project, a society, a thesis, a business, anything.

NICE TO HAVE

- Familiarity with agriculture, viticulture or the wine industry.
- Experience with EU funding programmes, Horizon Europe, or research proposals.
- Previous startup or fast-moving environment experience.
- Working knowledge of drones or geospatial data.

WHAT MATTERS MORE THAN ANY OF THE ABOVE

You are organised, you follow through without reminders, you are comfortable being wrong and fixing it fast, and you would rather figure something out than wait to be told.

The offer

What We Offer

- **€2,000 gross per month** for full-time, paid in 12 monthly instalments. Part-time arrangements are possible and paid pro rata.
- **Performance bonus** of up to one month's salary annually, tied to clear company and personal milestones.
- **Share options in LIVIA** — discussed and agreed as part of the offer. You are one of our very first employees and we intend for you to own a piece of what you help build.
- **Hybrid working.** You can be based anywhere in Cyprus and work remotely much of the week, with regular travel to Nicosia for team meetings and to vineyards and events across the island.
- Direct, daily work with the founding team, with no layers in between.
- Real responsibility from week one, and a role that grows into **Head of Operations or Country Manager** as we scale.
- Travel to industry events and conferences.

Next step

How to Apply

Apply through our website:

www.altirastronomy.com/livia#apply

It takes about fifteen minutes. We have replaced the cover letter with a handful of real questions, because we would rather see how you think than read what you think we want to hear.

APPLICATIONS CLOSE

23:59 Cyprus time, Sunday 18 October 2026

We review applications on a rolling basis and may close earlier if we find the right person. Applying early is to your advantage.

The process

- 1 A 30-minute introductory call.
- 2 A second-round interview built around a short live presentation on a topic we send you in advance. This is the core of our assessment, so come ready to speak.
- 3 A final conversation with the founders.

Questions before you apply? Email livia@altirastronomy.com