

Director of Strategy & Business Development (potential to develop into a co-founder)

Mirai is a project developing advanced, smartphone-based imaging technology to improve skin health that can detect light invisible to humans. The project is currently in the spin-off incubator at ICFO, The Institute of Photonic Sciences, a world-class photonics research centre located in Barcelona.

Mirai's technical solution comprises a small, cost effective piece of optics attached to the smartphone's camera combined with an app for image processing and end-user interaction. We already have a functional prototype of this technology for our first use case, which aims to improve personal sun protection, and we are currently developing it to MVP (minimum viable product) stage.

In the short term, our goal is to bring this solution to market partnering with global players in the field of dermo-cosmetics. In the longer term, Mirai aims to empower both users and healthcare professionals with its advanced imaging technology to provide deep skin understanding. Our vision is to transform the way we understand and monitor our skin by providing advanced technology in a user-friendly manner. We believe that this can have a profound impact on public health because it improves both the prevention and early-stage detection of skin conditions using affordable technology.

We are looking to incorporate a business-oriented profile into the team to lead Mirai's strategy and business development, starting as soon as possible. This candidate should have a strong motivation to bring an innovative technological solution to market with the potential to transform personal skin understanding as we know it. They will lead Mirai's go-to-market strategy in the short term as well as draft the longer-term strategy and vision for the company, which will be key for future fundraising rounds. The candidate will work hand in hand with the founder, Mirai's technical team, advisors as well as business partners to develop and substantiate value propositions and features for current and upcoming Mirai product lines. We would count on the candidate to:

- Execute Mirai's go-to-market strategy for our first sun protection use case
- Write applications to public and private funding bodies
- Manage and develop partnerships with business partners
- Develop compelling product narrative and marketing materials based on tangible data insights
- Foresee partner needs: co-develop product development roadmap with the founding team and expert advisors to add uniqueness, innovation and necessary requirements to ensure Mirai's success in the market
- Continuously improve upon the pitch deck for private investor fundraising initiatives
- Lead all sales and pricing strategy
- Lead commercial and finance related initiatives at Mirai

What we believe you need to succeed:

- Strong motivation to join an early-stage entrepreneurial project
- Strong interest in the digital health / derma / cosmetics markets
- Experience working closely with technical teams



- Strong written and verbal English
- Experience writing funding applications, ideally for start-up funding applications
- Experience pitching innovative projects, convincing a diverse audience and negotiating your way through a commercial deal
- Good communicator, with external and internal stakeholders. Mirai's team prioritizes a kind, proactive and honest working environment.

We expect that the candidate would initially work with Mirai in a probation period where Mirai and the candidate get to know each other. After this, both sides can evaluate the possibility of the candidate becoming co-founder. Compensation for this role would be a combination of vested equity in the company and salary pay once the company achieves its next fundraising milestones.

Learn more about the project at www.miraiskin.com and do not hesitate to reach out so we can tell you more about the project! Get in touch with Kevin at kevin@miraiskin.com.