



# Business Development Leader @ Station A

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## Who we are

Station A is the first AI-powered clean energy marketplace that aims to make clean energy cheaper and faster to deploy, build a cleaner and more resilient grid, and ultimately create an ecosystem that brings more equitable access to clean energy. Our mission is to transition the world to 100% clean energy.

We are a small team based in the San Francisco Bay Area, and recently closed our seed round (<https://blog.stationa.com/2020/seed-round-closed>). Our product currently serves over 20 customers and thousands of users. We're now looking to scale our impact and grow our commercial team to enable anyone to easily power a building with 100% clean energy.

If you're reading this and are thinking "I don't know the first thing about the energy industry," please do not hesitate to get in touch with us anyway! One of our key strengths is in combining diverse perspectives/backgrounds to help challenge the status quo with industry experts who bring deep knowledge and experience.

## Your contribution

As a Business Development Leader at Station A, you will evangelize, market, and build partnerships with providers and buyers of clean energy. As one of our main conduits to customers and partners, you will play a critical role in helping make clean energy cheaper, more accessible, and more transparent to everyone. Your expected start date will be in the first quarter of 2021.

# Your role

As a Business Development Leader at Station A, you will play an integral role in growing our business development and sales efforts:

- Communicate and pitch a different approach that changes the status quo and adds significant value to a customer (i.e. this is not a commodity sale)
- Proactively find, recruit, and build strategic partnerships for Station A's clean energy Marketplace and Enterprise offerings
- Structure, negotiate, and close a wide range of commercial opportunities, including different types of deals, customers, and contract values
- Initiate marketing campaigns, including email newsletters, social media posts, and digital advertisement
- Help identify product-market-fit and establish a repeatable sales process to scale our offerings
- Help shape the growth of the commercial team at Station A
- Figure out creative ways to scale and streamline sales operations in a startup environment

Additionally, you will collaborate regularly with the rest of the team:

- Work with the engineering and product teams to help collect customer feedback, provide input on product releases, and craft product requirements

# How to get in touch

If you'd like to learn more, reach out to us at [careers@stationa.com](mailto:careers@stationa.com) with a recent copy of your resume, and a brief note about why you're interested!