



Marketplace Success @ Station A

stationa.com - careers@stationa.com

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 currently a team of eight, based in the San Francisco Bay Area, and recently closed our seed round (<https://blog.stationa.com/2020/seed-round-closed>). Our marketplace currently has over 2,000 providers and a growing pipeline of more than \$300M in clean energy projects under evaluation by buyers. We're now looking to scale our impact and enable anyone to easily power a building with 100% clean energy.

Your contribution

As Marketplace Success, you will be the primary liaison to clean energy buyers going through their Station A marketplace journey, from engagement through to completed project. You will play a critical role in helping buyers achieve their clean energy goals, moving clean energy projects forward, and helping make clean energy cheaper, more accessible, and more transparent to everyone. Your expected start date will be in the third quarter of 2021.

Your role

As Marketplace Success at Station A, you will play an integral role moving clean energy projects through our marketplace:

- Educate, advise, and challenge clean energy buyers to ensure they successfully achieve their clean energy goals
- Share commercial and technical project related insight and best practices from across our user base and your previous experience with clean energy projects
- Serve as the primary point of contact to clean energy buyers moving projects through the Station A marketplace
- Support other aspects of the marketplace experience by developing educational content, case studies, and other relevant insight
- Help shape the growth of the customer success team at Station A
- Figure out creative ways to scale and streamline customer success 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 user feedback, and provide input on product releases and product requirements
- Work with the business development and sales team to win repeat commercial opportunities, including additional clean energy projects and other value-add services through the life of a project

Your perspective

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. For this particular role, we are looking for someone with strong clean energy project origination experience and a desire and passion for changing the status quo development process, making clean energy cheaper, more accessible, and more transparent to everyone.

How to get in touch

If you'd like to learn more, reach out to us at careers@stationa.com with a recent copy of your resume, and a note about why you're passionate about clean energy and what interests you about Station A!