



Provider 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 Provider Success, you will be the primary liaison to the clean energy providers in Station A's provider network who are leveraging Station A's data and insight to find projects and going through their Station A marketplace journey, from proposal through to completed project. You will play a critical role in helping providers identify viable clean energy projects, integrate Station A into their process, propose their solution, and move clean energy projects forward in the Station A marketplace. You will have a direct impact on 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 Provider Success at Station A, you will play an integral role enabling clean energy projects through Station A:

- Educate, advise, and challenge clean energy providers to ensure they successfully leverage Station A to enable clean energy projects
- Understand and respond to the needs of Station A's clean energy provider network
- Share insight and best practices from across our user base and your previous experience with clean energy projects to help providers accomplish their goals
- Serve as the primary point of contact to clean energy providers using the Station A platform and submitting project proposals through the Station A marketplace
- Support other aspects of the Station A 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 potential integrations 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 energy-related 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!