



# WASHINGTON Clean Energy Testbeds

University of Washington Clean Energy Institute

## **Job Description: Entrepreneur-in-Residence / Startup Business Mentor (Contract Position), Washington Clean Energy Testbeds**

Employer: University of Washington

Location: Seattle, Washington

Hours: 16-hours per month

Intended Start Date: November 1, 2020 – January 1, 2021

Term: Minimum 6-month commitment, 1 year desired

Compensation: \$1,000/month

Benefits: None

### **Overview:**

The University of Washington Clean Energy Institute created the Washington Clean Energy Testbeds to accelerate the development, scale-up, and adoption of new technologies in solar harvesting, energy storage, and system integration. This open-access facility in Seattle, founded on the principle that users retain all intellectual property, offers customized training and use of instruments for fabricating prototypes, testing devices and modules, and integrating systems. The facility also houses meeting and office space where users from academia and business work and collaborate. Through special events, Entrepreneur-in-Residence and Investor-in-Residence programs, and community-sponsored networking opportunities, the Testbeds are an active gathering space for climate tech innovators and investors.

The Washington Clean Energy Testbeds is hiring an Entrepreneur-in-Residence (EIR). This is a part-time, contract position. The EIR will work with Testbeds management to find, mentor, and evaluate startup companies that are operating at, or could benefit from working at, the Testbeds. The ideal candidate will have extensive expertise in energy technologies and experience in R&D, product development, and fundraising.

### **General Responsibilities:**

Support the growth of early-stage, climate tech startup companies by mentoring scientists and entrepreneurs in key startup activities related to team formation, strategic marketing, business development, strategic partnering, manufacturing strategy, and fundraising. Identify and evaluate early stage climate tech companies whose needs are a good fit for the capabilities and programs at the Testbeds. Conduct outreach to promote the Testbeds and its programs.

### **Duties:**

1. Advise new companies on their most important startup issues, such as: executive team formation, customer development, channel strategy, manufacturing strategy, fundraising, and strategic partnering.
2. Provide feedback to teams (consisting of startup companies and university researchers) that are developing investor pitches and funding proposals to various agencies, corporations, or philanthropic organizations.
3. Promote the Testbeds within the clean energy, climate tech, and startup communities to enhance participation in Testbeds programs.
4. Collaborate with regional organizations – such as CleanTech Alliance, Cascadia CleanTech Accelerator, Vertue Lab, and E8 Angels – with the goal of stimulating clean energy startup activity in the Seattle area.

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5. Work with Testbeds management to identify potential collaborations for startup companies with UW faculty and the Testbeds to help commercialize technologies.
6. Hold weekly office hours at the Testbeds or on a virtual platform. Meet with startup companies, UW students, climate tech community leaders, potential entrepreneurs and business owners, investors, and partners.

**Required Qualifications:**

- Experience as a founder and leader of a startup company, or as a senior executive in a high-growth corporation.
- Demonstrated knowledge of early-stage development and funding of technology companies.
- Demonstrated ability to quickly understand the key attributes of technologies, products, markets, and teams that lead to successful startup companies.
- Existing network of contacts in climate tech and investor communities.

**Desired Qualifications (some combination of the following):**

- CEO, CTO, or senior management experience with a company through product development to commercial sales and/or a successful exit to investors (IPO or M&A).
- Experience in raising private capital.
- At least 5 years of experience working in climate tech, clean energy, or a related industry, with business development responsibilities.
- Experience as a licensor or licensee of university technology.

**To Apply:**

Please send a resume and cover letter to Michael Pomfret at [mpomfret@uw.edu](mailto:mpomfret@uw.edu)