

CEO/ Regional Director, Northeast Cleantech Open

The Northeast Regional Cleantech Open is seeking an “emerging rock star” CEO / Regional Director to run the full operations of this established, high profile cleantech entrepreneurship acceleration program and competition.

The CEO / Regional Director will be responsible for:

1. Managing the day to day operations of the CTO-NE to make sure the entrepreneur training, community-building and competition activities of the program run effectively and smoothly for maximum impact within approved budget, utilizing volunteer-staffed committees and working groups.
2. Working directly with the Chairman of the regional board (Rob Day) to expand the reach of the program in both geographic scope and within the broader cleantech entrepreneurial community.
3. Working directly with emerging cleantech entrepreneurs from as many as 150 regionally-based cleantech startups, to help them be successful in their company-building efforts.
4. Interacting with and enlisting major sponsors (such as the Massachusetts Clean Energy Center, Silicon Valley Bank, Deloitte, Mintz Levin, and others) to provide them maximum benefit and fulfill budgetary needs of the CTO-NE.
5. Recruiting and managing a large group of volunteers and interns – the CTO-NE has historically benefited greatly from involvement of both junior professionals as well as a deep roster of experienced mentors from across the entrepreneur and investor communities.
6. Interacting with the national Cleantech Open, maintaining a strong connection and integrating the regional cleantech entrepreneurship community into the national scene.
7. Championing the regional cleantech entrepreneurship community, being a visible spokesperson and bringing in additional resources and connections.

The position of CEO / Regional Director requires a motivated, self-starter to manage both the internal and external operations of the Cleantech Open Northeast Regional Competition. Successful candidates will have at least 3 years of post-college professional experience in an entrepreneurial role with significant responsibility, a passion for green/clean businesses, and a demonstrated track record of strong performance.

Job Description/ Requirements:

- Superior project manager with ability to see through at least 12 team building events in partnership with schools, energy clubs, and other energy enthused groups. Additionally, will manage major events including the Kick-off party, Investor’s conference, Academy, Midnight Madness, and Regional Finals Event.
- Strong speaking and presentation skills.

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- Excellent relationship building skills. Individual will close and manage sponsor accounts with the goal of raising / re-confirming \$200K for prize money and general operations.
- Volunteer management: ability to recruit committee chairs (4) and reliable committee members (30) to manage mentors, judging, recruitment, and sponsorship.
- Build on the national marketing platform and increase awareness of the competition with the goal of recruiting 150 competitors and over 30 semi-finalists teams.
- Identify marketing / PR assets and utilize them effectively on behalf of the organization and the broader community. Utilizing these assets, significantly improve website by increasing number of visits and improving compatibility with cleantech open national website. Maintain and improve social media (facebook, linked in, twitter), SEO, weekly newsletters, and outreach to general public about events.
- Scale the scope of the Northeast Cleantech Open by recruiting at least one volunteer metro director in each of the following states: New York, Connecticut, Rhode Island, Vermont, New Hampshire, Maine. Oversee the successful implementation of a “regionalization” strategy.

The position is not limited to the listed tasks as one must be versatile and willing to carry out additional tasks that are not outlined in the above job description. This is role is a leadership position with the ultimate goal of helping start-ups in the New England region gain exposure and build a network that will allow them to develop practical solutions to our challenging energy concerns.

Salary and compensation:

Salary commensurate with experience, and standard benefits package. Potential for a bonus to commend excellent work, and a standard benefits package including full health and dental coverage, three weeks of vacation time. A great opportunity to become a visible part of a national network of Cleantech professionals.

This role can be a strong springboard for emerging professionals to establish themselves as a leader of the cleantech entrepreneurship community. Thus we ask that interested candidates only apply if they are serious about taking on this role for at least two years.

To apply visit https://necleantechopen.resumetracker.com/public/job_detail/388, or with questions email Rob Day at rob@blackcoralcapital.com.