



## **Job Title: Clearloop Commercial Partnerships Associate**

### **Job Description**

As we scale Clearloop within Silicon Ranch, we're looking for an energetic, organized team-player to help support the growth of Clearloop's sales funnel. We're looking for a recent grad with some sales, retail, or customer relations experience who feels passionately about investing in American communities where we can help decarbonize the grid and expand access to clean energy to join Clearloop as a Commercial Partnerships Associate. In this role, you'll primarily be responsible for researching potential customers, offering Clearloop as a carbon solution to companies with ambitious net-zero and sustainability targets, as well as working across the team to ensure that Clearloop maintains a long-term relationship with customers. If you want to help companies reach their sustainability commitments, this is the role for you. As the Commercial Partnerships Associate, you'll be part of the carbon sales team, but will also work closely with the product, marketing, and community partnerships teams within Clearloop, as well as with the broader Silicon Ranch organization.

Some other responsibilities include:

- Maintain Clearloop's CRM tool
- Research to identify market opportunities and partner needs
- Support a portfolio of existing corporate partnerships
- Develop briefings, presentations, and customized collateral
- Support Clearloop's internship program

As an early member of the Clearloop team, the Commercial Partnerships Associate will have the opportunity to help shape the business model as we scale and evolve, so we're looking for someone who's scrappy and eager to innovate the climate solution industry, while having a little fun with it. This position will be based full-time in Nashville, TN.

### **Requirements**

Bottom line: the Clearloop Commercial Partnerships Associate is excited by the prospect of offering solutions to companies working to decarbonize our economy. As a nimble organization that's scaling fast in an evolving industry, we're looking for someone who's excited to use their organization skills and expertise to ensure Clearloop continues to deliver high-quality carbon solutions products and continues to be a trusted innovative climate leader.

- 1-3 years of experience working in sales, account management, or customer service roles
- Strong preference for experience in startups or hyper-growth environments
- Preference for experience with the CRM and sales ops tools
- Preference for experience in climate tech and carbon solutions industry
- Strong written and verbal communicator

### **About Clearloop**

Clearloop creates carbon solutions for companies of all sizes to help decarbonize the American economy in the communities that need it the most. As a Silicon Ranch Company, Clearloop helps corporate climate leaders meet their net-zero and corporate responsibility goals by supporting the development of new solar projects. These projects directly reduce greenhouse gas emissions while spurring economic investment in an effort to usher in a more equitable energy transition in the United States.



By bringing solar projects to regions of the country with disproportionately carbon-intense electricity generation, Clearloop is shifting the way corporate investments offset and reduce carbon to achieve emissions reductions faster and more effectively.

### **The Team**

- Sales is your expertise, but building Clearloop's brand and reputation as an innovative climate solution is the responsibility of the entire team, which means you'll need to communicate effectively and break down complex insights into clear recommendations for the company.
- We're guided by the principle that we all have good ideas, but we don't have all the good ideas. Here are some of the characteristics of the people that thrive at Clearloop.

Yes: Team Player. Self-Starter. Creative. Scrappy. Sunny attitude.

- We're a fast-paced team that likes to think outside the box, dig into never-been-done-before projects, and figure out how to work together to get things done.

No: Jerks. Period.

*Clearloop is an Equal Employment Opportunity employer that will consider all qualified applicants, regardless of race, color, religion, gender, sexual orientation, marital status, gender identity or expression, national origin, genetics, age, disability status, protected veteran status, or any other characteristic protected by applicable law.*

### **How to apply**

Submit your application by emailing your resume (PDF only) and cover letter to [Work@Clearloop.us](mailto:Work@Clearloop.us) with the subject line "**Commercial Partnerships Associate**".

*Please note:* This is not a remote position. If you have to relocate to Nashville, please indicate how quickly you could start.