

Customer Discovery Internship



About the Company

MicroEra Power is located in a StartUp NY Clean Energy Commercialization Center in Rochester, NY. The facility previously hosted major corporate users for fuel cell development. The company is a member of the Clean Energy Business Incubator Program (CEBIP) at Stony Brook University, and Greentown Labs at Boston/Houston. The company is venture backed.

The energy landscape is changing rapidly and innovation plays an important role. MicroEra Power is positioning to pilot a thermal energy storage solution for low-carbon and low-cost heating and cooling for commercial buildings. Seeking intelligent, capable people to join the team as we prepare to pilot, demonstrate, and launch into the marketplace!

Role Description

- Identify stakeholders within the commercial HVAC market
- Evaluate the value proposition of energy technologies
- Engage directly with potential stakeholders via phone, email, and/or in person
- Support customer discovery sessions and help guide client's use cases, business requirements, key performance indicators
- Add to discussions with meaningful questions and comments
- Gain an in-depth understanding of customers problems and gaps in the marketplace
- Provide measurable insights and recommendations to improve the product development process
- Compile, annotate, and blog customer discovery sessions for market potential reporting
- Assist with marketing and general business development as requested

Job Qualifications

- Currently pursuing a degree in a business development or technical field
- Excellent interpersonal, presentation, and soft skills - both verbal and written
- Self-motivated, responsive, and professional
- Ability to learn quickly and adapt to changes
- Strong candidates may grow into a full-time position

Apply Here: <https://forms.gle/QLjhWymTBLwaSM8Y8>

Questions or other inquiries? Email info@microerapower.com