
Job Title: Greentown Expert in Residence (EIR)
Job Focus: Capital and Fundraising
Job Location: Remote (Somerville, MA or Houston, TX preferred)
Job Type: Hourly Contract

Job Summary:

Greentown Labs is hiring an exceptional Expert in Residence (EIR) who has demonstrated the ability to support early-stage founders as they build and scale startups.

The EIR will be a dedicated advisor who coaches multiple companies within Greentown's member community on key aspects of **fundraising and strategic partnerships**.

Primary Responsibilities of the Role:

- Host recurring **monthly office hours** with an assigned cohort of early-stage founders, providing guidance on **fundraising strategy, investor readiness, and capital-raising milestones** to help them secure investment.
- Organize and lead **workshops, roundtables, and Lunch & Learn sessions** on relevant topics such as early-stage fundraising, investor expectations, pitch strategies, term sheets, and funding sources (grants, angel investment, and venture capital).
- Provide **on-demand support** outside of office hours to answer members' support requests related to their fundraising journeys, including warm introductions to relevant investors and ecosystem players.
- **Collaborate closely** with Greentown's Community and Investor Program teams, participating in monthly check-ins and working with the Greentown team to facilitate strategic investor and partner connections for members.
- Deliver **quarterly reports** summarizing engagement with Greentown members, key insights, and any fundraising progress achieved through the program.
- Actively **engage in the Greentown community**, attending key events, networking with investors, and staying informed on the latest trends in climatetech funding.

Experience and Education Requirements:

- Bachelor's degree (advanced degree preferred but not required).
- **10+ years of experience** in early-stage startup fundraising, venture capital, and/or angel investing.
- **Deep understanding of the climatetech ecosystem**, with experience supporting startups in clean energy, decarbonization, etc.
- Proven track record of **helping startups raise capital** through venture funding, angel networks, and/or grant opportunities.

- Strong **network of investors, including VCs, angel investors, and family offices**, with the ability to make strategic introductions.
- Experience advising **founders and leadership teams** on fundraising strategy, investor relations, and company growth.
- Passion for supporting **mission-driven founders** in scaling their impact-driven startups.
- Previous **founding experience** is a plus.

Benefits and Compensation:

- Monthly networking opportunities with Greentown's ecosystem
- 24/7 access to and parking at Greentown's incubators
- \$175 hourly rate (\$20,000 is total annual budget for this role)

How to Apply: [Apply for this position here.](#)

Equal opportunity:

Greentown Labs seeks to fully represent our community and constituencies—particularly low-income communities and communities of color—to amplify those voices and provide opportunities to participate in the direction and leadership of the organization. We actively encourage candidates from broad, diverse backgrounds to apply.

Greentown Labs is an Equal Opportunity Employer and we do not discriminate against any employee or applicant for employment because of race, color, sex, age, national origin, religion, sexual orientation, gender identity and/or expression, status as a veteran, and basis of disability or any other federal, state or local protected class.

About Greentown Labs:

Greentown Labs is a 501(c)(3) nonprofit accelerating climatetech innovation and commercialization by empowering entrepreneurs and enabling collaboration. As the largest climatetech startup incubator in North America—with locations in Somerville, Mass. and Houston, Texas—Greentown convenes the climatetech ecosystem to provide entrepreneurs the community, connections, and resources they need to thrive. The incubator offers lab space, shared office space, machine shops, electronics labs, tool shops, software and business resources, and a large network of corporate customers, investors, and more. Greentown is home to more than 200 startups and has supported more than 575 since its founding in 2011; these startups have collectively created more than 13,500 jobs and raised more than \$8.2 billion in funding. For more information, visit www.greentownlabs.com or [follow Greentown on LinkedIn](#).