

NYSERDA Entrepreneurs-In-Residence Program

Entrepreneur-in-Residence Qualifications

General Description

An Entrepreneur-in-Residence (EIR) is a consultant who provides entrepreneurial coaching, support, business expertise and insight to New York state entrepreneurs in the energy-related space. Each EIR will provide services to clients participating in NYSERDA's EIR program, which is managed by High Tech Rochester (HTR). EIRs will typically have additional business interests outside of their relationship with HTR, NYSERDA, and the client. These are encouraged and possible conflicts of interest will be managed via disclosure to HTR and the client.

Entrepreneurs-in-Residence are not HTR or NYSERDA employees. The EIR role may be as brief as a few weeks or may continue for a few months, depending on the project scope. When under contract, the EIR will be responsible for reporting progress to the HTR Program Director and to the client.

Key Responsibilities

- Personally deliver outstanding consulting services to client companies in the time period allowed.
- Provide assistance and counsel to help clients take their entrepreneurial companies to the next level. This assistance may be in the following areas including, but not limited to:
 - Seeking additional financing/funding sources
 - Staffing for growth
 - Budget and finance management
 - Marketing approaches/implementations that are appropriate for the targeted markets
 - Business plan writing
 - Business plan/investor presentations
 - Resource planning
 - Management selection, strategic partnering
 - Operations planning
 - Technology development planning
 - Board composition and management

Qualifications

Requirements

- ◆ Broad experience and demonstrated senior level leadership skills in technology-based enterprises, preferably energy-related.
- ◆ Ability to relate previous experiences, skills and acquired knowledge appropriately to the client
- ◆ Demonstrated ability to perform qualitative and quantitative analyses, and develop effective business strategies.
- ◆ Effective in complex relationships and constantly evolving environments.
- ◆ Effective in a coaching role with innovators and company founders.
- ◆ Strong competency in one or more disciplines relevant to technology commercialization, business formation, and early-stage business growth including: business planning, strategy, financing, business development, marketing, sales, partnering, and product development
- ◆ Self-sufficient in Microsoft Office and general computer use.

Preferences

- ◆ Experience managing technology development, preferably in a small company environment (less than 500 employees).
- ◆ Experience raising venture capital funding, alternative forms of capital, such as grants and contracts.
- ◆ Experience in a senior management role, preferably in an energy-related company. Preferred roles are CEO, COO, CFO, and Marketing VP.

If you are interested or know someone who has the right qualifications, contact the HTR Program Director, Doreen Kula, at (585) 214-0581; doreen.kula@htr.org

