



## Commercial Liaison Lead – Resi-Station (Remote, U.S.)

### Role summary

We are looking for a driven, cross-functional, hands-on and collaborative leader to commercially manage Resi-Station, the largest residential power plant in the world backed by an \$80MM growth commitment from SIP. You would be responsible for supporting the growth and expansion of the business, helping to implement strategic partnerships and continuously monitoring, reporting on and driving progress in scaling and prudently managing Resi-Station. This unique hybrid role would report directly to the Board of Resi-Station (comprising OhmConnect's and SIP's CEOs), with active and continuous collaboration with both OhmConnect as the services provider to Resi-Station and SIP as the equity investor in Resi-Station.

### Responsibilities

- Actively manage the build-out and deployment of the largest residential virtual power plant in the world, facilitating scale up from 150,000 customers to over 500,000 customers
- Continuously coordinate with key OhmConnect and SIP investment team leaders as well as external stakeholders to ensure targeted results for growth and profitability are being achieved
- Help to oversee OhmConnect's operation of Resi-Station and ensure satisfaction of its obligations and reporting requirements
- Drive value creation at Resi-Station by identifying and facilitating execution on strategic opportunities to enhance revenue and profitability
- Creatively and diplomatically resolve potential issues to keep key workstreams on track and continue to reach desired outcomes
- Ensure prudent commercial risk management of the portfolio, including serving on the Risk Management Committee of Resi-Station
- Manage financial and other reporting requirements and track operational performance
- Make recommendations to the Board of Resi-Station in quarterly presentations, with the Board comprising the CEO of OhmConnect and the co-CEOs of Sidewalk Infrastructure Partners

### Qualifications

- At least 7 years of overall professional experience in corporate strategy and development, commercial management, finance and/or investment roles
- Experience in successfully and actively managing projects involving multiple stakeholders



- Experience in the power, renewables, clean tech spaces and consumer IoT spaces is a plus, including having worked hand-in-hand with management teams on complex growth and development initiatives
- Experience working in a start-up environment or working with management teams of start-ups (e.g., in an investment or advisory capacity) strongly preferred
- Strong analytical skills and a track record of creative problem resolution
- Ability to prioritize and facilitate decision making in order to achieve key success metrics
- Tech-savvy with working knowledge of project management software (e.g. Confluence, JIRA)
- Strong organizational and leadership skills
- Exceptional communication skills, including both verbal and written

### What you will get

- We have a fully remote work environment. We are a ‘work-from-anywhere’ business with (post-COVID) monthly in-person team-building days and quarterly retreats based primarily in the San Francisco Bay Area
- Outstanding benefits package, stock options, and salary commensurate with experience
- Equal Opportunity Employer who is committed to creating and supporting an equitable, diverse, and inclusive environment where every voice is heard
- Real and lived work-life balance. Company perks include unlimited vacation (which our C-level team actively encourages everyone to take!), commuter benefits, parental leave benefits
- Opportunity to be part of a mission-driven startup that’s building a carbon-neutral world

### How to apply

- Submit a resume and cover letter to [recruiting@ohmconnect.com](mailto:recruiting@ohmconnect.com)
- OhmConnect welcomes and celebrates talent from all backgrounds, perspectives, and walks of life to foster an innovative and diverse workforce. We strongly encourage you to apply even if you don’t meet every qualification. Come as you are and learn about the exciting opportunities on our team.

### About OhmConnect

OhmConnect was created to improve the lives of people and the health of the planet by reimagining the way we use energy. We are tackling such a grand challenge by partnering with SIP to build Resi-Station, North America’s largest virtual power plant. It solves substantial inefficiencies in energy markets, changes how people use and view energy, and connects smart homes with the smart grid. At OhmConnect, we build products that connect deeply with consumers and invite them to take action to positively impact the planet, their communities, and their own finances. For more information, visit [www.ohmconnect.com](http://www.ohmconnect.com).



### **About Sidewalk Infrastructure Partners (SIP)**

Sidewalk Infrastructure Partners (SIP) pioneers more sustainable, resilient, and efficient infrastructure using technology. SIP has headquarters in Palo Alto, CA, and Brooklyn, NY. SIP builds, owns, operates, and invests in both advanced infrastructure projects and technology companies with innovations that enable and apply to those projects. SIP's investors include Alphabet Inc., Google's parent company and a world leader in technology, and Ontario Teachers' Pension Plan, one of the world's most respected institutional investors in infrastructure. For more information, visit [www.sidewalkinfra.com](http://www.sidewalkinfra.com).

### **About Resi-Station**

Resi-Station is a virtual power plant operating in the California market that dynamically aggregates, manages, and sells the energy savings of hundreds of thousands of homes. Resi-Station will provide immediate, clean capacity for California's grid that is responsive to near-term needs consistent with climate goals for bringing additional local, clean resources online in advance of the 2021 peak season. Resi-Station will provide scaled emissions-negative energy and capacity resources to California's utilities, including both the large incumbent utilities and California's growing number of Community Choice Aggregators (CCAs), responsible for local procurement of more sustainable resources. Resi-Station is funded by SIP and operated by OhmConnect. For more information, visit [www.resi-station.com](http://www.resi-station.com).

#### **EQUAL OPPORTUNITY EMPLOYER**

Individuals seeking employment at OhmConnect are considered without regard to race, color, religious creed, sex, national origin, citizenship status, age, physical or mental disability, sexual orientation, marital, parental, veteran or military status, unfavorable military discharge, or any other status protected by applicable federal, state or local law