

California State University, Fresno Foundation

PIPELINE COORDINATOR – WATER, ENERGY AND TECHNOLOGY CENTER

JOB ANNOUNCEMENT #22-340

POSITION SUMMARY:	<p>Full-time benefited position with the Water, Energy and Technology Center through the California State University, Fresno Foundation. The Water, Energy and Technology (WET) Center helps ventures grow healthy businesses starting from innovative ideas to commercially viable products and services. Since 2007, we have supported water, energy and agricultural technology entrepreneurs through programs and services developed by our experienced team, with the assistance of a diverse network of industry and academic professionals. The passion of our ventures, combined with a dedicated staff and a network of technical and business expertise, makes for exciting commercialization journeys – and successful ones. The WET Center includes office space for rent, informal and formal meeting space, and plug-and-play space. It can serve as a soft-landing spot for companies looking to establish a presence in California’s Central Valley, through the BlueTechValley programs. The WET Center is closely aligned with Fresno State’s Center for Irrigation Technology.</p> <p>The Pipeline Coordinator will champion the recruitment of energy and clean-tech startups to engage with the WET Center. The Pipeline Coordinator’s primary responsibility is to increase the number and quality of startups seeking to participate in WET Center programs. This role will be primarily focused on researching startups in the water, energy and Ag technology sectors, building targeted prospect lists, and performing outbound outreach through email, calls and video meetings. This person will communicate directly with startups during the recruitment and review process and will build relationships within the innovation ecosystem and with other like-minded partner organizations throughout California. Position is currently funded for two (2) years and will continue based on positive performance and continued funding.</p>
ESSENTIAL JOB FUNCTIONS:	<p>The Pipeline Coordinator will be responsible for the following typical duties including, but not limited to:</p> <ul style="list-style-type: none"> • Direct outreach, prospecting and lead qualification of energy and cleantech startups to schedule initial WET Center intake meetings. • Create targeted prospect lists of startups derived from referrals, online research, LinkedIn and online databases. • Interact with prospects through email, phone and video calls to schedule initial meetings and discuss prospect needs. • Listen to prospect needs and then communicate areas in which WET Center programs could be of assistance. • Provide daily updates to the CRM system on new leads, pipeline progress and other details. • Network with channel partners to build a referral network, including other incubators and accelerators around the country. Coordinate with their staff to set up webinars, emails, etc. to encourage people to set WET Center qualification meetings. • Support the management of startups after acceptance into WET Center programming and conduct basic check-in with them as needed. • Other duties as assigned.
POSITION REQUIREMENTS:	<p><i>To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.</i></p> <ul style="list-style-type: none"> • Bachelor’s degree (B.A.) from four (4) year college or university • Two (2) to three (3) years of work experience in an analytical, recruiting or sales role • Interest in innovation and the startup ecosystem, preferably with experience working with startups • Possess highly developed interpersonal skills • Ability to work in a fast-paced environment with frequent interruptions while prioritizing multiple assignments and be responsive to short-notice requests and deadlines • Excellent written and verbal communication skills • Ability to work in environment with ambiguity and uncertainty

	<ul style="list-style-type: none"> • Ability to adapt and thrive in a small team and in a dynamic environment • A self-starter who can work well independently and as part of a team • Knowledge of Ag tech, energy, and/or water sector preferred • Maintain a positive attitude and handle rejection • Preferably proficient in Spanish • Valid Driver's License in good standing and a safe driving record as driving may be a requirement of this position.
COMPENSATION:	\$3,750.00 - \$5,000.00 per month, DOE. Salary will be commensurate and competitive with experience and qualifications. Benefits include health, dental, vision, life and 401(k), vacation, sick, and holiday pay.
DEADLINE:	Application review begins July 11, 2022; open until filled.
TO APPLY:	<p>Please visit the Auxiliary Human Resources page at https://auxiliary.fresnostate.edu/association/hr/ for job announcement and application. Applications may be mailed, emailed, faxed or delivered in person to:</p> <p>California State University, Fresno Auxiliary Human Resources 2771 E. Shaw Ave. (there is no suite number) Fresno, CA 93710 Fax: (559) 278-0988</p> <p>E-mail completed application & resume to: HRAUX@LISTSERV.csufresno.edu</p>

RESUMES WILL NOT BE ACCEPTED WITHOUT A COMPLETED APPLICATION

California State University, Fresno is a smoke free campus. For more information, please click <http://fresnostate.edu/adminserv/smokefree/index.html>

Employment for this position is by the California State University, Fresno Foundation. This is not a State of California position.

AN AFFIRMATIVE ACTION/EQUAL OPPORTUNITY/ADA EMPLOYER

California State University, Fresno Auxiliary Services is proud to be part of the Fresno State community. As part of the campus community, Auxiliary Services follows the CSU policy that requires all faculty, staff and students who are accessing campus facilities at any university location to be immunized (fully vaccinated) against the virus that causes COVID-19. The policy does allow for medical or religious exemption from the immunization requirement. Auxiliary Services requires all of its employees to be fully vaccinated against COVID-19 or present a medical or religious exemption and any appropriate backup documentation. Fully vaccinated is defined as having received the dose at least 14 days prior to being on boarded, if selected. Current and new employees are required to adhere to this policy by September 30, 2021 and remain in adherence after that date