



Request for Qualifications

Clean Technologies Entrepreneur In Residence (EiR)



Central Maine Growth Council

Dirigo Labs

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Executive Summary

The Central Maine Growth Council (CMGC) seeks a seasoned Cleantech Entrepreneur in Residence (EiR) to join Dirigo Labs (DL) 3.0 cohort, our intensive sixteen-week (16) accelerator igniting high-growth startups and cleantech entrepreneurs. This program equips promising ventures with mentorship, seed funding, dedicated workspace, and comprehensive resources to propel them towards rapid commercial success.

The EiR will play a critical role in supporting the DL's cleantech programming, including mentoring startups, connecting and developing networks, and supporting industry.

Qualifications: Extensive cleantech and startup experience, strong business acumen, mentorship expertise, networking skills, passion for clean technologies, excellent communication, and dedication.

Compensation: A total compensation of \$10,000 to \$20,000 is offered during a six (6) to twelve (12) month performance period.

Deadline: Submit application materials by **January 26, 2023**, midnight to launchwell@dirigolabs.org.

Contact: launchwell@dirigolabs.org

The EiR will be a cornerstone of Dirigo Labs 3.0, playing a pivotal role in:

- **Mentoring:** Providing strategic guidance and expert advice on critical areas like business development, marketing, and fundraising.
- **Networking:** Facilitating connections with investors, partners, and customers, fostering impactful relationships.
- **Knowledge Sharing:** Designing and/or delivering workshops and training sessions, imparting valuable industry knowledge, and entrepreneurial best practices.
- **Program Development:** Collaborating with CMGC to enhance the Dirigo Labs experience and propel cleantech innovation in mid-Maine.

Definitions:

Cleantech: Cleantech products and services are any process, product, or service that reduces negative environmental impacts through the adoption of clean energy and energy efficiency technologies, significant energy efficiency improvements or retrofits, the sustainable use of resources, or environmental conservation and protection activities.

Request for Qualifications (RFQ)

Cleantech Entrepreneur in Residence

Central Maine Growth Council - Dirigo Labs 3.0

I. Introduction

The Central Maine Growth Council (CMGC) is excited to announce the launch of its Dirigo Labs 3.0 (DL 3.0) program, a comprehensive accelerator for high-growth startups focused on clean energy innovation technologies and other areas. As part of this program, CMGC is seeking a highly motivated and experienced Cleantech Entrepreneur in Residence (EiR) to join our team and play a vital role in the success of our third cohort.

(1) About Dirigo Labs

Dirigo Labs is a sixteen (16) week, intensive accelerator program designed to help promising startups, including within specific industry segments, achieve solutions to accelerate their growth. The program provides selected startups with access to:

- **Mentorship:** A network of experienced entrepreneurs, investors, and industry experts
- **Demo Day:** \$25,000 pitch prize(s)
- **Workspace:** Dedicated office and coworking space at CMGC's Innovation Hub in downtown Waterville, Maine
- **Resources:** Legal, accounting, funding, and marketing support
- **Networking:** Events and connections with potential partners and customers

II. Role of the Cleantech EiR

The Cleantech EiR will play a crucial role in supporting the DL 3.0 cohort. Responsibilities for the hybrid role will include:

- **Providing mentorship and guidance to the startups in the program:** Coaching founders on business development, marketing, fundraising, and other key areas.
- **Connecting the startups with relevant resources and networks:** Identifying potential investors, partners, and customers.
- **Designing and/or delivering workshops and training sessions:** Sharing your expertise on cleantech and entrepreneurship.
- **Participating in program events and activities:** Building relationships with the startups and contributing to the overall program experience.
- **Promoting cleantech in the region:** Contributing to CMGC's efforts to build a thriving clean technology ecosystem in mid-Maine.

(1) Qualifications and Experience

We are seeking a candidate with the following qualifications and experience:

- **Extensive experience in the cleantech sector and vertices:** Proven success in starting, scaling, or advising cleantech companies.
- **Strong business acumen:** Deep understanding of business development, marketing, finance, and other key business functions.
- A strong understanding of the complex regulatory landscape for clean technologies and the ability to guide startups in navigating policies, incentives, and compliance issues within the sector(s).
- **Mentorship experience:** Demonstrated ability to guide and support entrepreneurs through their challenges and successes.
- **Networking skills:** Strong relationships with key players in the clean energy and cleantech industries.
- **Excellent communication and interpersonal skills:** The ability to build rapport with entrepreneurs, mentors, and other stakeholders.
- **Dedication and commitment:** Willingness to invest time and energy into supporting the DL 3.0 program and the cleantech community.

(2) Compensation and Terms

The Cleantech EiR position is a six-month to one-year independent contracted position, beginning Q1-Q2 2024 and coinciding with the Dirigo Labs 3.0 program duration. Compensation for this role ranges from \$10,000 to \$20,000.

III. Application Process

To apply for this position, please submit the following materials by **January 26, 2024**, at midnight to launchwell@dirigolabs.org:

- **Resume or CV**
- **Cover letter outlining your interest in the position and how you believe you can contribute to DL 3.0 and the clean energy and clean technologies community**
- **Three (3) references from individuals familiar with your work and experience**

(1) Selection Process

Please submit questions and/or associated requests for information to CMGC at launchwell@dirigolabs.org, subject line: *Cleantech EiR RFQ* by **January 21, 2024**. Interviews will be conducted in **February 2024** and the final selection will be made shortly thereafter.

We are excited to hear from passionate and experienced cleantech entrepreneurs who are committed to supporting the next generation of cleantech startups. Please do not hesitate to contact us at launchwell@dirigolabs.org if you have any questions.