$25/hr, 40 hours/week
Jun 22 – Aug 14, 2020
Ontario, CA

About Elemental Excelerator
Elemental Excelerator helps startups change the world, one community at a time. Each year, we find 15-20 companies that best fit our mission and fund each company up to $1 million to improve systems that impact people’s lives: energy, transportation, water, agriculture, and beyond. To date, we have awarded over $36 million to 99 companies. For more information, please visit elementalexcelerator.com.

In addition to funding startups, we have also supported more than 35 interns since 2012 to create career pathways for the next generation of innovators interested in solutions to our most urgent environmental challenges.

About KIGT
KIGT is a vertically integrated manufacturer of Smart Charging Stations for Electric Vehicles that develops hardware and software. Since 2009, KIGT continues to work with universities, municipalities, and the ports. And in 2013, KIGT displayed an Electric Vehicle providing the power to the lights inside a municipal parking lot. Today KIGT eChargers are installed at universities and homes throughout the Inland Empire and San Gabriel Valley. And later this year KIGT eChargers will be installed at the new Lewis Homes apartment complexes. KIGT also has a mission to provide access to affordable and cleaner fuels in underserved communities. Starting this year, with their EV charging, solar, and job training projects with faith-based and non-profit organizations in Los Angeles.
Scope of Work
KIGT is seeking an intern to join the Customer Success Team. In this role, you will be working alongside a Customer Success Manager, interacting with project managers and customers during the sales project and in a post-sales capacity to ensure that project design and permitting are completed. You will also be working on projects to improve the internal operations of our and will learn about growing cleantech business.

Typical Activities
- Participate in industry sector associations and events to generate leads, cultivate partnerships and gain referrals to achieve sales goals
- Develop referrals and referral sales through existing accounts and client contacts
- Attend team meetings and training sessions to build capabilities
- Help manage client expectations to assure high customer value
- Collaborate with internal team members, managers, delivery partners, and clients
- Document client activity
- Build teamwork and develop strong communication among team members
- Develop a plan to achieve goals for clients surveyed, client impact and satisfaction
- Provide client support for KIGT customer activities (e.g. support for funding proposals, participation on panels, etc.)
- Participate in industry events to promote the KIGT brand

Requirements
- A bachelor’s degree and/or MBA
- Passion for the problem: for working with others
- High attention to detail and ability to sometimes work solo in a fast-paced start-up environment
- Work ethic, ambition and a bias for action
- Confident with verbal and written communication skills with a clear ability to connect with customers as well as a broad audience

How to Apply

KIGT is an Equal Opportunity Employer (EOE) and committed to building a more inclusive ecosystem that integrates women, people of color, and other underrepresented groups into the cleantech sector. We strongly encourage applications from qualified applicants and members of underrepresented groups.