Policy Analyst Student Fellowship at U.S. Green Data, Inc. (USGD)

U.S. Green Data, a clean tech start up featured at the White House, Department of Energy Conferences, and by the U.S. Trade and Development Agency for innovation in clean tech is looking for 5-10 energized and passionate Policy Analysts (part-time) who will be trained to specialize in U.S. energy and environmental policy. Redefine clean energy.

Policy Analyst Role:
Do you have strong critical thinking abilities and enjoy building out innovative platforms? As an Analyst at USGD, you will help lead the core policy team to oversee, manage, and advise on USGD’s data strategy. You will become a policy and energy expert through analyzing federal, state, municipal and utility incentives, tax credits, and policies. You will collaborate with our sales and product development teams to provide the data for cutting edge industry innovations that will shift the way retailers, contractors, businesses, & homeowners think of and save from green solutions. As part of our Analyst training, we teach you how to grow and lead businesses, run teams, know policy, and learn sales and marketing. If you want a job with responsibility, ownership and ability to drive an entrepreneurial company, USGD is going to be a fit.

Why Us:
Want a leadership role in driving change in an industry with people who have done it before? Like the entrepreneurial spirit and feel compelled to show the world how to make itself better? We are at the forefront and we want someone interested in building the future of clean energy. You will be part of a seasoned team that has built many successful businesses. We develop products that change the way the world views its energy consumption and changes the buying decisions of large industries making the world a better place. We know what businesses or consumers should buy, when, and how to save them money and reduce pollution. Most of our newest and innovative products are in stealth mode (shared upon interview), but you can see some of our underlying thinking at www.usgreendata.com.

Your Qualifications:
- Very strong attention to details, big picture, critical thinking, and problem solving skills
- Are fun to be around, excited by a small, fast-moving team, and able to wear many hats
- Don’t mind getting your hands dirty, and are comfortable working alone or in a team
- Able to read & synthesize policy documents quickly, including complex data entry
- Have the skills and tenacity to thrive in ambiguous or challenging circumstances
- Have a thirst to learn new skills and technologies, and can pick things up easily

APPLY/Program Details: The program begins with a training on USGD’s core policy software and includes leadership development and professional training throughout the Fellowship. This Fellowship is for students receiving course credit in connection to a university course. Preference will be given to those students who are able to participate for at least 15 hours per week, though all applicants will be considered. To apply, please send your resume (cover letter is optional) or any questions to recruiting@usgreendata.com as soon as possible with the subject line “Student Fellowship” and the name of your University.
Some of The Things You Can Learn

In addition to learning the ins & outs of national policy and highly valuable analysis skills, we will also cover with our team the basics of everything you will need to know to run your own startup. Below are just a few of the topics on which we have trained our team in the past:

Current Business Training & Discussions

**Build A Company**

Learn how to start a company from the ground up. We will teach you the different types of legal structures, how you register a company, and how you think about which state you base your business in and equity decisions amongst other critical pieces of building a company.

**Funding A Company**

We will teach you how to think about raising funding and what that means both for your growth and for the equity you retain.

**Pitching to Venture Capitalists**

Wonder how to successfully pitch to a venture capital company? One of our partners was the founder of a VC out of Washington, DC and will teach you how VCs think, what they want to see, and how you can leverage them whether or not you get funding.

**Legal Issues**

Dealing with legal issues can often be the end to a company. We will teach you how to avoid getting into legal issues and how to get a law firm to work for you on deferred payment (i.e. you only pay if you make money in the future).

**Effectively Building Relationship**

How do you build the most useful and best relationships which will support you in every endeavor you take? We’ll walk you through building and leveraging your networks 101.

**Building a Top Team**

There are critical pieces of how to build, maintain, and manage a team that you will learn both through discussions and through day-to-day job responsibilities.

**Building Effective Presentations**

We will walk you through how to build effective presentations that clearly, concisely, and compellingly get across your points.

**Modeling**

We will go over basic modeling and its uses in being effective in the work place, both for startups and large businesses.

**Structuring The Organization**

Structuring the organization is a critical piece to the sustainability of the organization. Leadership is often thought of as a charismatic leader when in reality, the long term winner is a good organization structure.

**Reputation is Everything**

We will walk through how to protect your reputation and why it makes such a difference.

**The Psychology of Effective Meetings**

Dress, mimicry, capping, and a large group of other psychological mechanisms play to your success in a meeting which we will teach you.

**Online Networking**

Utilizing the web to find and speak to the people you are seeking or to keep up with those who you have already spent time with.