



Solution Lead

Who is Optera?

We deliver software and expert services to help the world's largest companies stop climate change. Our market-leading products provide companies with the tools and insight they need to reduce the environmental impacts of their businesses, supply chains, and products. We are backed by some of the most respected US-based venture capital firms and have a robust client list, including leading Fortune 500 companies such as Dell, Cisco, HPE, Williams-Sonoma, and Target.

What problem are we solving?

We provide companies with the data tools and expert support they need to stop climate change. Major corporations are the largest emitters of carbon emissions. Across the globe, companies are responding to pressure to address climate change by setting goals to aggressively reduce emissions by 2050. Our software enables corporate teams to collect, manage, and analyze emissions data across their operations, supply chain, and products, all with the aim of achieving their goals and saving the planet.

Why work at Optera?

Our team dedicates its skills, talents, and time to make the world a more sustainable place for future generations. We have a collaborative and dynamic culture where everyone plays a critical role and has room to learn and grow. We provide our teammates the flexibility and space to thrive personally and professionally.

Why this opportunity?

Our business is growing faster than ever, and we are looking for a core team member to join our Global Services Team. This team works directly with clients to support the delivery of integrated software and consulting services. This role will be our point person between product and services to ensure that client needs are clearly communicated to the product team and product best practices and decisions are shared with the services team. We are also expecting this individual to be our in-house expert for complex implementations that range in size from Fortune 500's to small independent organizations. If that sounds intriguing, come join the team that delivers the most effective sustainability management platform in the world.

The Role and Responsibilities

- Serves as a “point-person” between the services and product teams to identify common pain points during engagements and create tools to streamline and build efficiency/replicability into all aspects of platform implementations
- Brings forward and prioritizes customer problems and requests and communicates decisions on product and development priority to the rest of the team
- Develops tools, resources and best practices for the rest of the services team to use during customer engagements (e.g. in PowerBI, Power Query, Python)
- Reviews and approves services estimates and implementation plans for accuracy and feasibility
- Contributes to the creation and maintenance of product guidelines and best practices, as well as delivering training to internal resources and external partners to promote best practices
- Teaches and mentors associate consultants and consultants on efficient/effective product implementation strategies
- Serves as a subject matter expert with respect to best practice implementation strategies and is the client’s first point of contact for expertise related to the Optera software platform
- Has some familiarity with GHG emission reduction programs and various sustainability frameworks (CDP, GRI, SASB, TCFD, etc.)
- Consistently delivers high-quality deliverables to internal and external stakeholders
- Assists in the management of customer expectations and resolves and/or escalates issues in a timely manner

Your Qualities

- Desire to build and maintain a world-class, supportive, fun and productive work environment
- Good interpersonal skills, maturity, humility and integrity
- Seek opportunities to learn and grow and support others in doing the same
- High personal standards and commitment to delivering high quality work products
- Keen sense of client requirements and problem solving skills
- Ability to think analytically, be detail oriented, problem-solve, and work independently

Your Experience/Qualifications

- Understanding of carbon emissions accounting practices, methodologies
- Proven ability to adhere to project scope, deadlines and schedules
- Experience analyzing large datasets
- Experience with data integrations and configuring software
- Experience creating data visualizations and presenting data

Nice to Have

- Experience developing and verifying corporate GHG emissions inventories
- Experience with common financial analyses, e.g. ROI, IRR
- Experience in one or more data tools beyond Excel, e.g. R, Tableau, Power BI

Commitment to Diversity and Inclusion

Optera is committed to creating a diverse environment that is safe and welcoming to all. We are proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status. We take this very seriously and expect that you do too.

Benefits

- Unrestricted PTO and flexible work schedule
- Recharge Fridays: Every other Friday off
- Health insurance including dental and vision
- Short and Long term Disability Insurance
- 12 weeks maternity/paternity leave (8 weeks paid)
- Wellness budget
- Budget for home/office workstation
- Professional development budget
- 401k with 4% company match and ESG investment options
- Company-wide Bonus program
- Colorado Eco-pass (regional bus pass)
- Team happy hours, hikes/bike rides, and ping-pong

Location: remote (US and Canada) with optional office in Boulder, Colorado

Position: Full-time

Salary (US): \$100,000 - \$120,000 plus bonus

How to Apply

Please send a brief statement of interest and resume to hring.services@opteraclimate.com with the subject line "Solution Lead – [Your Name]."

Note: If selected to move forward in the interview process, you may be asked to complete a short, at-home case study and present key findings and analytics in PowerPoint.