Business Operations

at CNaught

San Francisco Bay Area, United States

Hybrid (In-office in San Francisco 3 days/week)

CNaught is solving a critical problem: get more people to put more money into reducing the amount of carbon in the atmosphere by purchasing voluntary carbon credits. With CNaught, companies can purchase effective carbon credits using portfolio strategies that were previously only available to the most sophisticated buyers.

The opportunity is massive: McKinsey forecasts the market will grow to $50B annually by 2030, with businesses at the forefront. In 2023, consumers, investors, and employees increasingly demand that companies play an active role in carbon reduction. Governments are demanding it too, with the EU recently implementing its Carbon Border Adjustment Mechanism and the state of California passing bills to require all large companies operating in the state to disclose their emissions.

CNaught's solution is built from the ground up to maximize impact and mitigate risk while systematically wringings the complexity out of the carbon credit market to make life easier for our customers and drive adoption. There is no other solution that offers this degree of simplicity for corporate customers. It's an "easy button" for carbon credits unlike anything else in the market.

About CNaught

CNaught, the first science-based and trust-centered seller of carbon credits, was founded in 2022 by experienced tech, climate, and marketplace operators Mark Chen, Dan Kokotov, and Steve Siger. We are fortunate to be backed by leading venture firms, including Greycroft and Carthona. We want to reduce the amount of carbon in the atmosphere by 1 billion tonnes over the next decade.

About the Role

As CNaught's first business hire, you will be working with the CEO and COO on the company's most challenging issues across all functions, including: product management, marketing, finance, sales, and operations. Reporting to the CEO, each day will bring different challenges: you will be responsible for leading a range of efforts like developing go-to-market strategies, identifying and speccing out product gaps, building financial models, and negotiating with suppliers. This role requires someone who is highly analytical and strategic, a great communicator, approaches problems in a structured manner, and is comfortable with ambiguity. You'll get substantial senior leadership exposure and be plugged into every facet of the business. It is ideal for an entrepreneurial generalist interested in working in climate tech.

Responsibilities

- Identify, evaluate, and prioritize product initiatives, go-to-market strategies, and operational projects.
- Manage product roadmap, including working with engineering team to prioritize and specify product improvements.
- Develop and communicate marketing messages.

- Collaborate with the COO to develop carbon purchasing strategy and negotiate with vendors
- Research new carbon reduction and removal technologies.
- Collaborate with the CEO to develop financial forecast and annual operating plan.
- Build climate expertise and research industries to refine CNaughts products and positioning.
- Any number of other things that come up at a small but fast-moving start-up.

Must-Have Qualifications

If you don't think you meet all of the criteria below but still are interested in the job, please apply. Nobody checks every box, and we're looking for someone excited to join the team.

- 3+ years of relevant experience in investment banking, management consulting, product management, operations, or related fields
- Practical business sense and the ability to translate all the way from strategic concepts to structure frameworks to action plans to concrete action
- Excellent communication skills, both written and verbal, and comfort communicating externally
- Strong analytical expertise, and extensive experience building integrated models from scratch
- A highly entrepreneurial mindset and excitement about joining an early-stage startup

Nice-to-Have Qualifications

- Have professional experience in climate or sustainability-related fields, for example working with corporate decarbonization, ESG, or renewable energy
- Are passionate about climate and eager to learn more about a space that is ever evolving
- Have a degree in climate related fields (e.g. climate science, sustainability, environmental engineering)
- Have experience in customer facing roles (e.g. sales, business development, consulting) and/ or in project management

CNaught embraces diversity. We are proud to be an equal opportunity workplace and do not discriminate on the basis of sex, race, color, age, pregnancy, sexual orientation, gender identity or expression, religion, national origin, ancestry, citizenship, marital status, military or veteran status, genetic information, disability status, or any other characteristic protected by federal, provincial, state, or local law. We also will consider for employment qualified applicants with arrest and conviction records, consistent with applicable law. If you are a California resident, please review information regarding your rights under California privacy laws contained in CNaught's Privacy policy available at www.cnaught.com/privacy.