Batten Venture Internship Program

Recruit talented MBA students for summer internships to support your early-stage venture, venture capital team, or portfolio companies.

The Batten Venture Internship Program (BVIP) was established to support Darden students who wish to pursue summer internships with early-stage, startup, venture, or angel-backed companies. Companies with limited funds benefit from having access to talented MBA students for the summer. BVIP provides a matching stipend to supplement a student’s summer salary.

Our students are ready!

The venture experience starts in January with the VC-Bootcamp, a three-day workshop for First Year Darden students interested in pursuing summer internships in venture capital and entrepreneurship. Students also have the opportunity to take courses and workshops in entrepreneurship, venture and valuation, and to participate in an entrepreneurship career track.

BVIP Contacts:

Amanda Panarese (Assistant Director, Career Education and Advising): 434-924-3580

Philippe Sommer (Director, Center for Entrepreneurial Leadership/Batten Institute, Darden): 434-243-2283

To post your internship, go to www.darden.virginia.edu/jobpost/
(Job titles must begin with "BVIP")

Deadline:
Friday, 24 April – Internship offers must be accepted and confirmed with Darden's Career Development Center
BVIP 2015 Company Guidelines

Qualifying Companies: Early-stage (startup), venture, or angel-backed companies with limited funds for an MBA intern salary, identified by Darden or by students (student-initiated).

1. Companies provide an internship/project description which will be posted on Darden’s job board and should include:
   - **Company description:** Include type of company and industry, current status, and a short bio of the principals/leaders.
   - **Job Description/Project Summary:** Include skills and experience needed and potential activities the student will undertake. Companies should provide opportunities to experience the strategic aspects of startup activity; in addition to assigned projects, the company agrees to let the student observe some strategic decision-making aspects of the company’s operation.
   - **Company Contact:** Person who will supervise the student during the summer.

2. Interviews may take place over the phone, on-site, or at Darden. Call 434-924-3518 for more information about conducting interviews at Darden.

3. Commit to a ten-week internship for which companies pay the student a minimum of $3,000 (East Coast companies) or $5,000 (West Coast and International companies). We suggest that companies consider a performance bonus in addition and take into account local housing costs in setting the student’s salary. Darden’s Batten Endowment provides a $3,000 or $5,000 (depending on location) matching stipend for students.

   BVIP funding is provided on a first-come, first-served basis. Once all funds are spent, companies may still choose to engage and hire Darden Students, but Darden may be unable to provide matching funding.

Posting an Internship
- Please go to [www.darden.virginia.edu/jobpost](http://www.darden.virginia.edu/jobpost); job title should begin with “BVIP.”

Program Timeline
- Companies may post jobs between mid-December and mid-February. Later postings will be accepted, but student availability may be limited.
- Offers should be extended within two weeks of the final interview.
- Students must respond to offers within two weeks or by 24 April, whichever is sooner.
- Start date for interns will be a mutually acceptable time, typically late May or early June.
- All internship offers must be extended and accepted by the student by Friday, 24 April.
Sample Summer Internship Projects

- **Competitive assessment**
  Conduct value chain analysis for an industry/market. Conduct financial analysis of competitors, partners, and potential candidates. Research plans to combat competitors or create partnerships to strengthen the value chain.

- **Brand/product strategy**

- **Operational analysis**
  Review existing operational structures, functional overlap and integration, best practices. Provide recommendations for improving and streamlining operational processes and systems.

- **Planning and analysis development**
  Perform project analyses and investment assessments to support growth activities. Conduct industry research, best practices, internal and external financial analysis, and decision analysis.

- **Market strategy**
  Analyze market trends, needs and structure. Identify emerging opportunities and/or underserved markets.

- **Management function analysis**
  Evaluate existing systems and processes in support of both system and management structures. Provide recommendations for improving processes and systems to enhance management functions

- **Finance function analysis**
  Evaluate existing financial models, reporting, and packages. Provide recommendations for redesigning models, tools, processes, and systems. Work with investors and management to create enhanced reporting strategies to support internal and external strategic goals.

- **Business plan preparation and review**
Create templates and assist company management in writing executive summaries, full business plans, and appendices; develop marketing materials to send to prospective investors, develop targets of opportunity.

**Batten Venture Internship Program Participating Companies**  
**Summer 2014**

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<thead>
<tr>
<th>Apex Clean Energy</th>
<th>MobileWorks</th>
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<tr>
<td>Arqspin</td>
<td>New City Capital</td>
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<td>ArcheMedX</td>
<td>Project Cavalier (now Tranlin, Inc.)</td>
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<td>AyuKurulush (Kazakhstan)</td>
<td>PsiKick</td>
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<td>Bessemer Venture Partners</td>
<td>realmy</td>
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<td>Caribe Juice</td>
<td>Sirin Mobile Technologies (Israel)</td>
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<td>Cavion</td>
<td>SoapBox Soaps</td>
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<td>Entytle, Inc.</td>
<td>Supreme Energy</td>
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<td>Gnip (acquired by Twitter)</td>
<td>VinConnect</td>
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<td>Hungry Flatts Vineyard &amp; Distillery</td>
<td>WillowTree Apps</td>
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