BATTEN VENTURE INTERNSHIP PROGRAM (BVIP)

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

To foster entrepreneurship, Darden offers the Batten Venture Internship Program (BVIP) for summer internships between the First and Second Years.

This program provides Darden students the opportunity to pursue summer internships with startups, venture capital (VC) firms, search funds, or recently acquired closely held enterprises. Students gain entrepreneurial experience and companies with limited funds benefit from having access to talented MBA students for the summer.

To promote and support student involvement with these firms, the Batten Endowment provides a matching grant to supplement a student’s summer salary.

Our students are ready!

The Darden venture experience starts in August before classes even begin with the Startup Academy and continues throughout the year with speakers and pitch competitions along with the VC-Bootcamp in January, a three-day workshop for First Year Darden students interested in pursuing careers in venture capital and entrepreneurship.

Contact information

Michele Rankin, Career Center, Senior Director of Off Grounds and Specialized Careers, Rankinm@darden.virginia.edu

MJ Toms, Batten Institute, Director of Education and Experiential learning, TomsM@darden.virginia.edu

BVIP COMPANY GUIDELINES

Qualifying companies are early-stage, startup, venture or angel-backed companies with limited funds for an MBA intern salary, as identified by Darden or by students.

1. Post your role.
   1. Visit Darden’s job portal, GradLeaders, to create a new account or access your existing account:
   2. Begin your job title with "BVIP". Include type of company and industry, current status and a short bio of the principals/leaders.
   3. Include skills and experience needed and potential activities the student will undertake. Companies should provide opportunities to experience 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.
   4. List a company contact, or the person supervising the student during the summer.

2. Vet your candidates.
   • Review resumes via GradLeaders and contact candidates directly to schedule an interview. Interviews may take place over the phone or at your company site. We are not conducting in-person interviews at Darden at this time.

3. Extend a formal offer letter.
   • Minimum compensation from the company for the Charlottesville area is $4,000, or $5,000 if outside of Charlottesville.
BATTEN MATCHING FUNDS

Darden’s Batten Endowment provides a $4,000 or $5,000 grant (depending on location) to match the company’s minimum amount.

With matching funds from Darden, the student receives a minimum of $8,000 or $10,000 for the summer. When determining student salary, companies should consider a performance bonus and account for housing costs.

Program timeline

- Companies may post jobs November-March. Later postings will be accepted, but student availability may be limited.
- Offers should be extended within two weeks of final interview.
- Students must respond to offers within two weeks or by 17 April, whichever is sooner.
- Start date for interns will be a mutually acceptable time, typically late May or early June, for 10-weeks.

PAST COMPANIES

Former BVIP companies include:

3i
Alton Lane
American Juice
Apex Clean Energy
Assembly Brands
Astraea
Beam Therapeutics
Bling Capital
Blue Danube
Bluestone Analytics
Cavion Pharma
City Capital Ventures
Coulomb
Cultivation Capital
Dcode
Freycinet Capital
Management
Generation i80
Harpoon Medical
HealthTap
Hexagon Energy
Inspiring Capital
Kabbage
Lendstreet Financial
LocateYour Care
Loco Coffee Co.
Marqeta
Ministry of Supply
New City Capital
New Markets Ventures
Nucleus Growth
OurCrowd
PBE Group
Playphone
PsiKick
RegTech Lab
Sakara Life
SineWave Ventures
STAQ
Sun Tribe Solar
TypeZero
UVA Seed Fund
VA Distillery Company
WeisBeeger
West End Capital
Partners
Yay Lunch
Zoomforth

SAMPLE SUMMER INTERNSHIP PROJECTS

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

Brand and/or product strategy

Operational analysis
Review operational structures, functional overlap and integration; provide recommendations to improve and streamline operational processes and systems.

Planning and analysis development
Perform project analyses and investment assessments to support growth activities. Conduct industry research, internal/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. Create enhanced reporting strategies to support internal and external strategic goals.

Business plan preparation and review
Assist company management in writing executive summaries, full business plans, and appendices; develop targets of opportunity.