Student Entrepreneur Program Information Session

Venture Development Center
Wheatley Hall, 3rd Floor
Wednesday, February 6, 2019
5:30 – 7:30 p.m.

Learn how you can land an internship at the fastest growing software companies in the greater Boston area.

- Sales
- Marketing
- Software Development
- Data Analytics

by Dan Phillips
Venture Development Center

How do we help students?

- What it is like to work in a startup and career advice: [http://vdc.umb.edu/vdc/careers/](http://vdc.umb.edu/vdc/careers/)

- Internship and job opportunities with startups

- If you are serious about launching a startup or interested in a career with a startup, please let us know and we’ll do our best to help: [vdc@umb.edu](mailto:vdc@umb.edu)
Intro to Dan Phillips

- **Education:** Dean Jr College and Roger Williams University

- **Big Companies – Startup Divisions**
  - Qwip Systems
  - Lexitron
  - NCR

- **Venture Capital Backed Startups**
  - Applix
  - Epoch Systems
  - Concord Communications
  - SilverBack Technologies
  - CloudHealth Technologies
  - Board Advisor

- **UMB Phillips Scholarship Program**
- **UMB Entrepreneurship Center & Venture Development Center**
- **UMB Entrepreneur Workforce Development & Scholarship Program**
Takeaways

- The Venture Capital Backed Startup World is for Creators/Builders
- The Venture Capital Backed Startup World is a Career
- Focus on a High Growth Industry
- Build an Expertise – Build an Ecosystem
- UMass Boston Students Get It
What is Venture Capital?

- Venture capital is financing that investors provide to startup companies and small businesses that are believed to have long-term growth potential. Venture capital generally comes from well-off investors, investment banks and any other financial institutions. However, it does not always take just a monetary form; it can be provided in the form of technical or managerial expertise.

US Venture Capital Activity

- **Deal Value ($B)**
  - 2008: $36.9
  - 2009: $26.6
  - 2010: $31.6
  - 2011: $44.0
  - 2012: $41.2
  - 2013: $45.3
  - 2014: $69.5
  - 2015: $79.3
  - 2016: $72.4
  - 2017: $84.2

- **# of Deals Closed**
  - 2008: 4,684
  - 2009: 4,434
  - 2010: 5,351
  - 2011: 6,703
  - 2012: 7,849
  - 2013: 9,183
  - 2014: 10,406
  - 2015: 10,463
  - 2016: 8,635
  - 2017: 8,076

Source: PitchBook-NVCA Venture Monitor
Boston Area Venture Capital

Capital

A healthy Angel and VC community, plus high-volume of government funding, mean an abundance of capital options for MA entrepreneurs.

Key Numbers (2017)

- **$8.7B** VC invested in 528 MA companies
  - Median deal size through the lifecycle:
    - Angel & Seed: $1.3M
    - Series A: $8.0M
    - Series B: $15.4M
    - Series C: $20.3M
    - Series D: $36.0M
- Plus an additional **$245M** SBIR/STTR grants
- And **$2.7B** in NIH funding
- Corporate VC is highly active in MA:
  - Contributing **$2.1B**
  - To 71 total deals
- And things are still hot:
  - **$2.7B** already invested in Q1 2018

Sources: Xconomy; LifeSciVC; Index of the MA Innovation Economy (MassTech Collaborative); PitchBook 2017 Venture Ecosystem Factbook
Capital | NEVCA member firms alone have more than $86B AUM

Internship & Career Opportunities

- Software Development
- Sales
- Sales Engineer
- Marketing
- Customer Support/Success
- IT Support
- Data Analysis
- Finance
- HR/Recruiting
Internship & Career Resources

- UMB Venture Development Center
- Venture Fizz
- Built in Boston
- Linkedin
- Boston Startups Guide
- Boston Innovation Guide
- Venture Capital Firm Websites
- Google Search
- Mentors
Soft Skills Required

- Strong Communication Skills
- Collaborative
- Self Starter & Self Reliant
- Wants Ownership
- Wants to Participate
- Creative & A Problem Solver
- Competitive, Driven, and Goal Oriented
- Handles Ambiguity Well
- Enjoys An Ever Changing Environment
UMass Boston Entrepreneur Workforce Development & Scholarship Program Overview

- **Workshops** to educate and develop skills required to obtain an internship or career in the venture capital backed startup ecosystem.

- **Mentors** to work with qualified students to help them identify opportunities, develop the skills required, apply for positions, and guide them through the interview process.

- **Scholarships** for select students to assist in tuition payments as well as provide mentorship for entrepreneur internship/career opportunities.  
  https://umb.academicworks.com/opportunities/3285
Panel Discussion: Finding Your First Internship & Launching Your Career?

David Mailing
Account Executive

Sahil Singhal
Senior Software Engineer

Gaby Veloz
Account Executive LATAM

Michelle Fowler
Technical Training Specialist

Kate LaGarde
Recruiting Manager
Breakout Sessions

▸ What is a Sales/Marketing Internship & How Can I Get one? *stay in this room*

  - David Parsons
    Account Executive
  - Ian Mack
    Enterprise Account Executive
  - Michelle Fowler
    Technical Training Specialist

▸ What is a Data Analytics Internship & How Can I Get one? *Pod 155*

  - Georges Arnaout
    Sr. Director of Customer Success
  - Sam Byrne
    Manager, Technical Account Management
  - Mike Giacometti
    Product Owner

▸ What is a Software Development Internship & How Can I Get one? *(DevOps, IT, Security Compliance)* *Pod 154*

  - Sahil Singhal
    Senior Software Engineer
  - Anton Gurov
    Director of Technical Operations
  - Francesca Nannizzi
    Software Engineer
If This Feels Right For You

▸ Network with Mentors, Dan Phillips and Bill Brah

▸ Get to our distribution list to receive the latest updates – sig up at the front desk.

▸ Review Everything on our Website: https://www.umb.edu/vdc/step


▸ Review Scholarship Program for Spring Semester: https://umb.academicworks.com/opportunities/3285

▸ Send resume & cover letter to vdc@umb.edu and confirm you've reviewed all material.
THANK YOU!
Questions?!