Are You Interested in a Career in the Venture Capital Backed High Tech Startup?

Dan Phillips
How do we help students?

▸ Career advice: http://vdc.umb.edu/vdc/careers/

▸ Internship and job opportunities with startups

▸ If you are thinking about launching a startup or have an idea, please get feedback from global mentors: https://www.sutori.com/story/global-entrepreneurs-in-residence-bios-contact-information

▸ 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
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: 4,434
  - 2009: 5,351
  - 2010: 6,703
  - 2011: 7,849
  - 2012: 9,183
  - 2013: 10,406
  - 2014: 10,463
  - 2015: 8,635
  - 2016: 8,076

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

Boston Startups

JOBS CREATED: 72160*
FUNDING RAISED: $37.83B
STARTUPS: 1563
Internship & Career Opportunities

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

- Hack.diversity.com
- Hitchhikers Guide To Boston
- Venturefizz
- BuiltInBoston
- Boston Startups Guide
- Linkedin
- Venture Capital Firm Websites
- Venture Development Center
- Google
- 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: How to find, prepare for, and obtain your first internship/full time position in a venture capital backed startup?

Sanjana Baldwa
Product Designer

Gaby Veloz
Account Executive
LATAM

David Parsons
Team Lead
Inside Sales Rep

Karol Tegha
Senior Technical Support Engineer

Michelle Fowler
Associate Technical Trainer

Devin Nguyen
Senior Software Engineer

Kate LaGarde
Recruiting Manager
If This Feels Right For You

▸ Network with Mentors, Dan Phillips, and Bill Brah

▸ Send Resume and Cover Letter including who you networked with to vdc@umb.edu

▸ Review Scholarship Program for Spring Semester at https://umb.academicworks.com/opportunities/3285
THANK YOU!
Questions?!