The Entrepreneur Workforce Development and Scholarship Program
Student 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
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

![Graph showing US Venture Capital Activity from 2008 to 2017. The graph includes bars representing deal value in billions of dollars and a line representing the number of deals closed. The data is sourced from PitchBook-NVCA Venture Monitor.](image-url)
# 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

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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
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](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 – sign up at the front desk.

▶ Review Everything on our Website: https://www.umb.edu/vdc/entrepreneur_workforce_development_scholarship


▶ 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?!