

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
- Software Development
- Marketing
- Data Analytics

by Dan Phillips



Venture Development Center



UMASS
BOSTON

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/>
- ▶ 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

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**

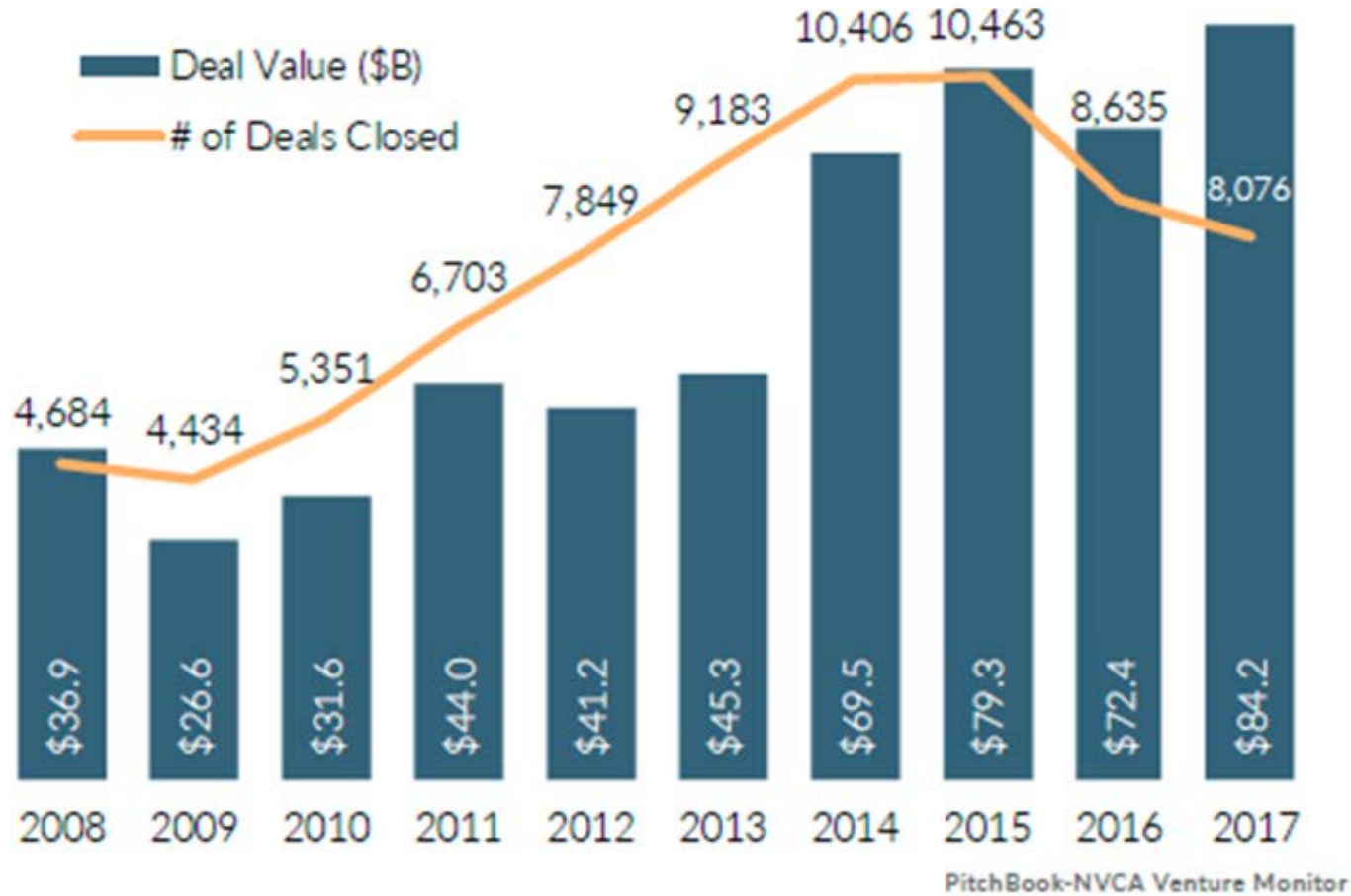
Takeaways

- ▶ 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.
- ▶ Source: <https://pitchbook.com/news/articles/the-state-of-the-us-venture-industry-in-15-charts>

US Venture Capital Activity



Boston Area Venture Capital

NEW ENGLAND
VENTURE CAPITAL
ASSOCIATION

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)

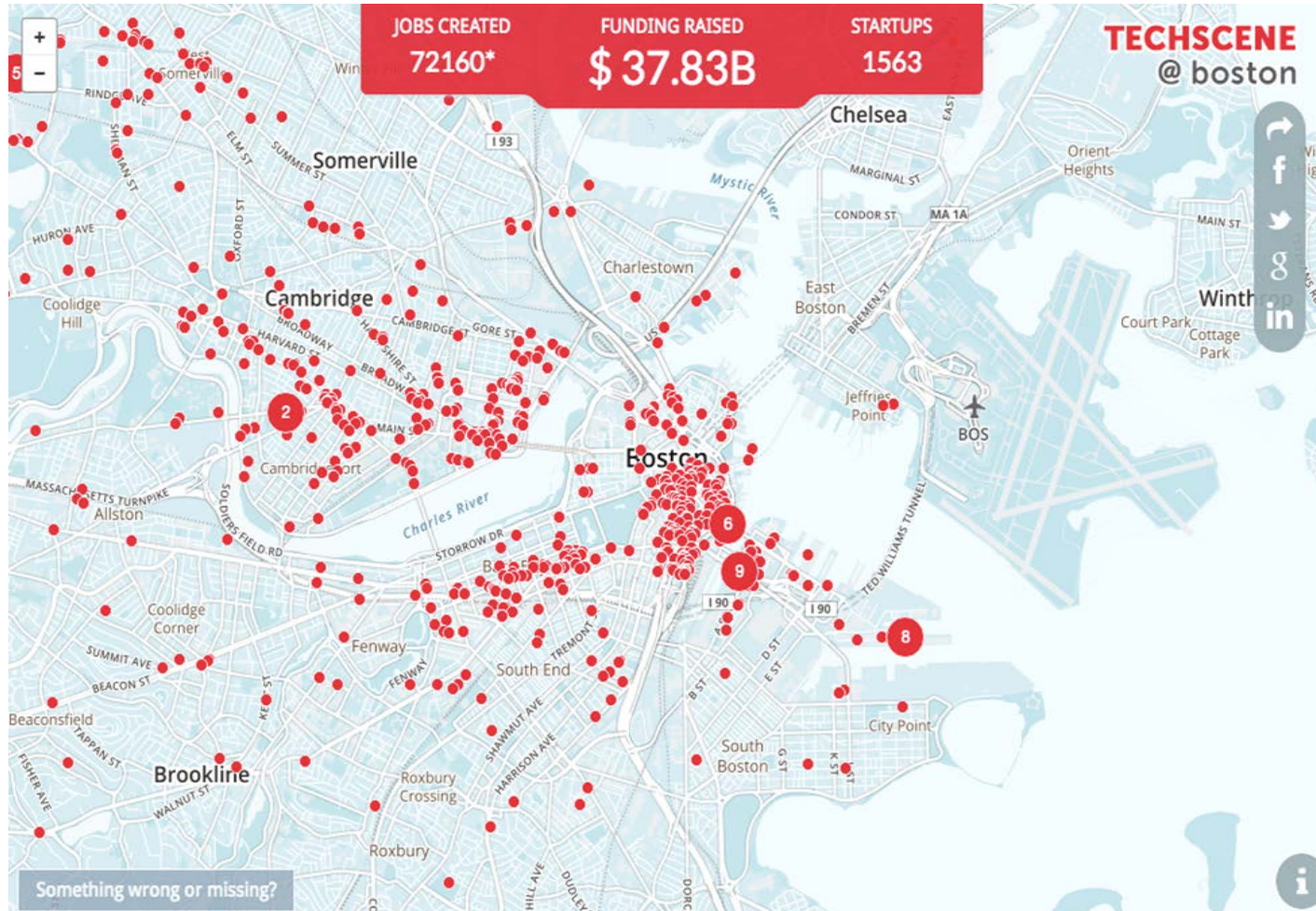
- **\$8.7B** VC invested in **528** MA companies
 - Median deal size through the lifecycle:
 - Angel & Seed: **\$1.3M**
 - Series A: **\$8.0M**
 - Series B: **\$15.4M**
 - Series C: **\$20.3M**
 - Series D **\$36.0M**
- Plus an additional **\$245M** SBIR/STTR grants
- And **\$2.7B** in NIH funding
- 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*

.406 Ventures | Accomplice | Abingworth | AbbVie Ventures | Alexandria Venture Investments | Ascent Venture Partners | Atlas Venture | Anterra Capital | Bain Capital Ventures | Battery Ventures | Bessemer Venture Partners | Bose Ventures | Boston Seed Capital | Breakthrough Energy Ventures | Broadview Ventures | Canaan | Catalyst Health Ventures | CRV | Converge | Connecticut Innovation | Cosimo Ventures | Dell Technologies Capital | F-Prime Capital | First Star VC | Flybridge Capital | Flare Capital | Founder Collective | G20 Ventures | GE Ventures | General Catalyst | Glasswing Ventures | Highland Capital | Hyperplane Venture Capital | In-Q-Tel | J&J Innovation - JJDC | LaunchCapital | Liberty Mutual Strategic Ventures | Lightstone Ventures | LRV Health | LS Polaris Innovation Fund | Longwood Fund | M Ventures | Mainspring Capital | MassCEC | MassVentures | Material Impact | MPM Capital | MRL Ventures | NEA | NextView Ventures | Novartis Venture Fund | Oak HC/FT | Omega Funds | Optum Ventures | Orion Healthcare Equity Partners | Pfizer Venture Investments | Pillar VC | Polaris Partners | PJC | Romulus Capital | Sanofi Ventures | Saturn Partners | Schooner Capital | SR One | SV Health Investors | Tectonic Ventures | Tiger Iron Capital | The Engine | Third Rock Ventures | Underscore VC | Venrock | VI Ventures | Vida Ventures | XFactor Ventures | Zaffre Investments

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>

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 our Student & Mentor Engagement Process:
https://www.umb.edu/editor_uploads/images/centers_institutes/center_vdc/Student_Mentor_Engagement_Process1.23.pdf
- ▶ 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?!