

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 (ETA). 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 December, a two-day workshop for First Year Darden students interested in pursuing careers in venture capital and entrepreneurship.

Contact information

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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 is \$6,000.

BATTEN MATCHING FUNDS

Darden's Batten Endowment provides a \$6,000 grant to match the company's minimum amount.

With matching funds from Darden, the student receives a minimum of \$12,000 for the summer. When determining student salary, companies should consider a performance bonus and account for housing costs.

Program timeline

- Companies may post jobs January-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 April 18, 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:

Apex Clean Energy	LocateYour Care
Assembly Brands	Loco Coffee Co.
Astraea	Lumin
Big Cove Partners	Madison Energy
Bling Capital	Investment
Blue Danube	Ministry of Supply
Bluestone Analytics	New City Capital
Cavion Pharma	New Markets Ventures
City Capital Ventures	Nucleus Growth
Coulomb	OurCrowd
Cultivation Capital	PBE Group
Dcode	Perc Coffee
Freycinet Capital	Playphone
Management	PsiKick
Hamilton Real	ReGelTec
EstateTech.	Sakara Life
Harpoon Medical	SineWave Ventures
HealthTap	Sonnest
Hexagon Energy	STAQ
Icarus Medical	Sunny Day Fund
Kabbage	Sun Tribe Solar
Lendstreet Financial	Tech Dynamism

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 and create partnerships to strengthen value chain.

Brand and/or product strategy

Develop short and/or long-term strategy for a brand in the marketplace. Analyze customer trends and identify key issues facing current and future business. Formulate an annual marketing plan. Generate ideas for product improvement and product mix strategies.

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.