

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. 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 January, a three-day workshop for First Year Darden students interested in pursuing careers in venture capital and entrepreneurship.

Contact information

Michele Rankin, Career Center, Senior Director of Off Grounds and Specialized Careers,
Rankinm@arden.virginia.edu

MJ Toms, Batten Institute, Director of Education and Experiential learning,
TomsM@arden.virginia.edu

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 for the Charlottesville area is \$4,000, or \$5,000 if outside of Charlottesville.

BATTEN MATCHING FUNDS

Darden's Batten Endowment provides a \$4,000 or \$5,000 grant (depending on location) to match the company's minimum amount.

With matching funds from Darden, the student receives a minimum of \$8,000 or \$10,000 for the summer. When determining student salary, companies should consider a performance bonus and account for housing costs.

Program timeline

- Companies may post jobs November-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 17 April, whichever is sooner.
- Start date for interns will be a mutually acceptable time, typically late May or early June, for 10-weeks.

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/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.

PAST COMPANIES

Former BVIP companies include:

3i	LocateYour Care
Alton Lane	Loco Coffee Co.
American Juice	Marqeta
Apex Clean Energy	Ministry of Supply
Assembly Brands	New City Capital
Astraea	New Markets Ventures
Beam Therapeutics	Nucleus Growth
Bling Capital	OurCrowd
Blue Danube	PBE Group
Bluestone Analytics	Playphone
Cavion Pharma	PsiKick
City Capital Ventures	RegTech Lab
Coulomb	Sakara Life
Cultivation Capital	SineWave Ventures
Dcode	STAQ
Freycinet Capital	Sun Tribe Solar
Management	TypeZero
Generation 180	UVA Seed Fund
Harpoon Medical	VA Distillery Company
HealthTap	WeisBerger
Hexagon Energy	West End Capital
Inspiring Capital	Partners
Kabbage	Yay Lunch
Lendstreet Financial	Zoomforth

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.