

Rock Center Summer Internship positions

5/20/09

NOTE: The last update to this document is today, 5/20/09. After this date check the Job Bank for additional summer and career job postings.

Company Name: Autonomy Optimost

Contact Name: Andrew Eisner

Email: aeisner@interwoven.com

Phone: 646 747 1838

Website or Company Description: www.interwoven.com/optimost

Job Location:

Industry: Services: Computer-related

Compensation: 1200

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: Optimost is looking for an individual to help us refine several aspects of our product strategy. Key tasks are interfacing with all layers of the company, including senior management, to help synthesize and shape product specifications. Other tasks may involve collaborating on marketing materials, helping to refine our training and self-service offerings, and performing work and interacting with key clients on an occasional basis. Please note that the role is expected to be somewhat free-form, and is only appropriate for hard-working self-starters. The role may develop into a full-time job, and graduating second-year students are encouraged to apply.

Qualifications Sought: Online marketing and/or high-tech product management experience is critical to success in this role. More generally, a strategic thinker with the ability to deal with a high degree of fluidity will be most successful. Excellent written and communication skills are also desirable.

Additional materials required from applicant: Writing sample

Company Name: Computer History Museum

Contact Name: Karae Lisle

Email: klisle@computerhistory.org

Phone: 650-810-1010

Website or Company Description: www.computerhistory.org

Job Location: Silicon Valley

Industry: Non-Profit: Community/Economic Development

Compensation:

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: Currently, most of the technology companies in Silicon Valley support CHM financially. However we do not have an employee matching program with the major companies. This internship would include creating the program, testing it with beta companies and then as time permits, visiting companies to bring them onbaord the program. A unique change to speak to HR in EVERY technology company in Silicon Valley!!

Qualifications Sought: Self Starter Strong People skills - assertive to meet new people and discuss new concepts Ability to create, document and test a new program Ability to lead people (existing staff) Some Trustee interaction required Passion for mission-based institutions Knowledge of technology is a plus

Additional materials required from applicant:

Company Name: Skyhook Wireless

Contact Name: Steve Solari

Email: careers@skyhookwireless.com

Phone: 617314-9802

Website or Company Description: www.skyhookwireless.com

Job Location: Boston

Industry: Telecommunications

Compensation: TBD

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Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: Product Marketing. General material development, research, competitive analysis, product launch work.

Qualifications Sought: Technology background, management consulting, marketing

Additional materials required from applicant:

Company Name: Models From Mars

Contact Name: Samuel Clemens

Email: sam@modelsfrommars.com

Phone: 617-797-2510

Website or Company Description: <http://modelsfrommars.com> MFM is a new startup in the 3D modeling space. We have an algorithmic technology for converting LIDAR pointclouds into professional-grade lightweight 3D models with perfect realism. We sell to the film, gaming and advertising markets.

Job Location: Cambridge, MA

Industry: Technology: Computers/Software

Compensation:

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: MFM is taking its core 3D modeling technology to three markets: film, gaming and advertising. This would be a true entrepreneurial experience and require you to define a target market segment, develop key business partners or clients in those markets, define the product necessary to fulfill that business, and oversee its successful delivery.

Qualifications Sought: This is not a desk job. This is a get-things-done, mix-with-customers-and-software-engineers-alike kind of job. Criteria are: (1) raw wattage, (2) entrepreneurial can-do attitude, (3) technological aptitude, (4) knowledge of one of our target markets.

Additional materials required from applicant:

Company Name: Veritas Investments Inc

Contact Name: Yat-Pang Au

Email: pang@veritasinv.com

Phone: 408-206-6338

Website or Company Description: Real estate investment and development firm focused on acquiring premier multifamily buildings and niche development opportunities in San Francisco.

Job Location:

Industry: Real Estate: Development

Compensation: TBD

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: Seeking motivated individual to prepare fundraising material, assist with evaluating and acquiring San Francisco real estate opportunities, and equity/debt structuring for acquisitions.

Qualifications Sought: Strong quantitative skills Strong powerpoint skills desired Real estate experience highly desired Self-motivated

Additional materials required from applicant:

Company Name: Green Wireless Systems

Contact Name: Rick DeGolia

Email: rick@wire-escape.com

Phone: 650.793.2800

Website or Company Description: www.wire-escape.com

Job Location:

Industry: Services: Computer-related

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Compensation: none
Summer or Full-Time Position? summer internship
Willing to Hire International Students? Yes

Positions Description: working with potential customers and partners to explain the product and to sign up early adopters
Qualifications Sought: good writing and communication skills good phone communication ability to understand relationship between old line industry (irrigation) and new technology offering without alienating customers who are accustomed to the tried and true solutions.
Additional materials required from applicant:

Company Name: Finale Desserterie & Bakery
Contact Name: Chris Kane
Email: chris.kane@finaledesserts.com
Phone: 617.206.9105
Website or Company Description: www.finaledesserts.com

Job Location:
Industry: Services: Food/Lodging
Compensation: 0
Summer or Full-Time Position? summer internship
Willing to Hire International Students? Yes

Positions Description: Assistant to the VP of Operations, working on a broad range of projects
Qualifications Sought: marketing, finance, project management, food industry experience a plus but not required
Additional materials required from applicant:

Company Name: Dancetime Publications

Contact Name: Carol Teten
Email: cteten@dancetimepublications.com
Phone: 212 600 1080
Website or Company Description: www.DancetimePublications.com Dancetime Publications produces DVDs on the history of dance, with a concentration on the history of social dance, for the educational community.

Job Location:
Industry: Entertainment: Arts/Culture
Compensation: TBA
Summer or Full-Time Position? summer internship
Willing to Hire International Students? Yes

Positions Description: There will be a research and follow up for music rights for a dance DVD.
Qualifications Sought: Research ability. A Basic knowledge of copyright. An interest in the music industry and in dance. Patience and proper follow up.
Additional materials required from applicant:

Company Name: Tap 'n Tap, Inc.

Contact Name: Javier Segovia
Email: jsegovia@mba2002.hbs.edu
Phone: 617-877-3419
Website or Company Description: Tap 'n Tap is enabling Home Internet Devices, handheld touchscreen devices to conveniently enjoy Web applications at home. We are designing the user interface and developing the software platform, and are partnering with Google to bring the Android

Job Location:
Industry: Technology: General High Technology/Electronics
Compensation:
Summer or Full-Time Position? summer internship

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Willing to Hire International Students? No

Positions Description: We are looking for a dedicated MBA intern to help us develop our marketing strategy by conducting a hands-on marketing study to evaluate the customer acceptance and fit of our home internet devices across a few targeted vertical spaces. The project would involve talking to real potential customers and identifying the key criteria to qualify the best target customers for Tap 'n Tap. We are looking for a MBA summer intern with experience in technology marketing or product management. A passion for bringing innovative products to market is a must, as is interest in working with both B2B marketing strategy and B2C consumer research and product positioning. This project is ideal for candidates focused on a career with high tech startups, that want to experience "where the rubber meets the road" in technology marketing, engaging customers and polishing up the marketing pitch to position tech products and services in a way that drives demand and customer engagements.

Qualifications Sought: • Several years of High Tech or Consumer products marketing experience • Demonstrated skills in market analysis and development of marketing strategies • Ability to identify hidden opportunities and pursue them with vigor • Passion for bringing innovative products to market that captivate end users • Ability to work well as part of a team and be a responsible individual contributor • Healthy combination of good work ethic and having fun with coworkers

Additional materials required from applicant:

Company Name: SCVNGR Inc.

Contact Name: Seth Priebatsch

Email: seth@scvngr.com

Phone: 1.617.308.0095

Website or Company Description: www.scvngr.com SCVNGR is a mobile gaming company with an innovative online offering that enables organizations and individuals to develop, deploy and manage sophisticated location-based mobile games that can be played from any mobile phone on any carrier. SCVNGR m

Job Location:

Industry: Technology: General High Technology/Electronics

Compensation: \$500

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: About SCVNGR: SCVNGR (pronounced 'scavenger') is a real world mobile gaming company founded out of Princeton University. Our patent-pending technology enables organizations and individuals to build, implement and execute social mobile games (all without needing any tech skills!). Our clients -- universities, brands, museums and cities -- use SCVNGR to build mobile phone real world tours, games, team building events, promotions and interactive guides. SCVNGR is venture backed by one of the top VC firms in the country and has seen tremendous growth over the last year. Check out the site: www.scvngr.com. You'll see our primary B2B product line and previews of our consumer-facing product (XPLR) which is launching in the next 6-8 weeks. SCVNGR started off by winning the Princeton Business Plan Competition (just over a year ago) and has done some pretty amazing things since then. Right now, we're active in 26 states all across the country and are on-target to be in all 50 by April. Our clients include: MIT, Tufts, Harvard, Florida State, AT&T, MetLife Insurance Company, Robbins Diamonds, TeamBonding, Roger's Jewelers, Robbins Diamonds, Clay Jewelers, Berklee College of Music, The Museum of Fine Arts etc... Our list of happy clients goes on and on and on... We're hosting three programs this summer and are looking for talented, motivated and ambitious students looking to gain some experience working in a fast-paced, high-tech start up and actually make a meaningful impact (paper-pushers need not apply). The positions would be summer internships at our awesome offices in downtown Boston. (Yes, we do have a full sized pool table in the office and ride our bikes indoors to get from one conference room to the others!) The program described below is for our "Not Your Typical BizDev Internship" program. SCVNGR is selling a highly-sought after software solution into an exciting market that's growing at roughly 300% a year (it would be growing at 400% a year if the Fed could figure out this whole credit crisis thing). We're looking for a couple of hardworking motivated interns with a positive outlook and a get-it-done attitude to help us close on the thousands of incoming leads that we haven't had a chance to follow up with yet! If you're looking to learn about the sales and BizDev side of a high-tech start-up, this is a crash course you won't want to miss. (Oh yeah, and, you'll earn tons of money.) The program will also include exciting learning opportunities that you can only really get at a high-tech start up. You'll be fully engaged in the high-tech and start-up community up in Boston, attending lectures and speaking series with some of the best and brightest minds in the world, joining us at local events where we're presenting SCVNGR's exciting business model or just listening to either bright individuals and organizations tout their achievements. We'll be bringing in speakers from our VC's other portfolio companies to talk about their experiences ranging from everything from sales to tech to how to survive on two hours of sleep a night (possible, but not recommended). The whole point is that this when we say it's "not your typical internship," we mean it. You'll be working hard for sure, but you'll also learn a tremendous amount and get to experience sales and BizDev with a rockstar team in an exciting and dynamic company. If you're interested (and we hope you are), please take a moment to familiarize yourself with our company by visiting www.scvngr.com. Send a resume / thoughtful cover letter to seth@scvngr.com. Include a couple of creative ideas of what you'd do with this product and how you might go about getting it into the hands of thousands of potential clients all across the country. We look forward to hearing from you.

Qualifications Sought: n/r

Additional materials required from applicant:

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Company Name: ducduc

Contact Name: philip erdoes

Email: philip@ducducnyc.com

Phone: 212226-1868

Website or Company Description: ducducnyc.com We are a growing furniture manufacturer (we started it from scratch as part of my Bear Ventures portfolio). We are based in NYC (design and marketing) with a facility in Torrington, CT. Currently focused on kids but rapidly moving into adult. We

Job Location: Initially, Torrington, Ct

Industry: Manufacturing: Other

Compensation: negotiable

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: seeking lean manufacturing management people for summer work in our torrington, ct facility. Depending upon performance, full time will be available and wont necessarily be required to be in torrington. this is a very entrepreneurial company and "the sky's the limit" in opportunity.

Qualifications Sought: lean manufacturing knowledge. Energetic. Go getter. Good communication skills is a big deal as well.

Additional materials required from applicant:

Company Name: Communispace Corporation

Contact Name: Steven Kosakow

Email: skosakow@communispace.com

Phone: 617-607-8556

Website or Company Description: www.communispace.com Since 1999, we have created and managed more than 300 online customer communities to help our clients deeply engage with, and listen to, customers in ways that deliver extraordinary insights, generating phenomenal business results. We enable compani

Job Location: New York, NY (note: Communispace is unable to pay for relocation or associated costs. We are seeking a candidate located in the greater NYC area).

Industry:

Compensation:

Summer or Full-Time Position? full-time position

Willing to Hire International Students? No

Positions Description: Director of Strategic Accounts: NY, NY (Social Media Sales Director) Who You Are You are a polished and dynamic sales professional with deep experience in the social media/web 2.0 space. You energize clients and prospects with your instinctive ability to uncover pain points and develop spellbinding solutions. You're an expert in online communities and can envision almost any client or prospect developing online communities to drive innovation, launch new products and services, reduce risk, and deliver loyalty. You have extensive experience selling to marketing executives of large corporations and a network of senior-level marketers in the New York area. You are dedicated to your clients and they will follow you anywhere. You are an exceptional dealmaker who can negotiate and close new business opportunities, and you are experienced at uncovering customer needs, qualifying leads, closing business, exceeding revenue targets, and meeting deadlines. You have a stellar reputation, and natural ability to have insightful conversations with senior executives. You will be offered a highly competitive base salary and commission plan. What You'll Do Communispace has created and managed more than 300 private online communities for some of the most successful customer-focused organizations in the world. Our communities are made up busy moms and road warrior travelers to high net worth investors and corporate IT Managers. Our client list includes Kraft, Charles Schwab, Hallmark, Welch's, Hewlett-Packard, Avon, AARP, GlaxoSmithKline, Starwood Hotels, and many more. In this role you will be responsible for developing new business and managing client relationships in the New York metro area. In this position, you will: • Develop and target leads in major corporations, specifically within marketing and insights departments (mostly CMOs, Product VPs, and Heads of Insights) of Fortune 500 organizations. • Target prospects, qualify viability of potential accounts, deliver winning presentations, and manage the sales process through to close, including contract negotiations. • Collaborate with Communispace Implementation Team to deliver innovative solutions and ensure ongoing client satisfaction. • Build strong relationships with existing accounts to foster contract renewals and expansions. • Have a deep understanding of your clients' business needs and how proprietary online customer communities and social networks will address their objectives and deliver significant value.

Qualifications Sought: Desired Skills • Previous sales experience in the social media space: you understand corporate hierarchies and client motivations in the social media space; with this intelligence you're able to navigate to key decision makers. • A proven consultative approach to

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selling – your clients trust you. • You're fascinated by the concept of Private Online Customer Communities and their ability to provide candid feedback about member experiences, attitudes, marketing trends, and what will/won't fly in the market. You are excited at the prospect of helping new and existing clients hardwire the voice of the customer into their organizations. • 10– 15+ years experience developing relationships with high-level executives within Fortune 500 organizations in an Outside Sales capacity in the New York metro area. • A BA in Business or related field, MBA is preferred but not necessary. please send resume and cover letter to: 29705-CS-1936@communispace.hrmdirect.com
Additional materials required from applicant: please send resume and cover letter to: 29705-CS-1936@communispace.hrmdirect.com

Company Name: Argyle Executive Forum

Contact Name: jason redlus

Email: jredlus@argyleforum.com

Phone: 646 839 0025

Website or Company Description: www.argyleforum.com Formed by HBS alumni, Argyle Executive Forum is one of the nation's fastest growing face to face media company, producing and owning over 50 invitation only conferences a year for the world's business leaders. Main competitor: Economist Conferences

Job Location: NYC

Industry: Communications: Multimedia

Compensation: TBD

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: A few projects - 1. CRM and research project manager - we need to overhaul our CRM, marketing and research systems as our company has grown. Ideally for someone with an database marketing or marketing manager / head of sales background. 2. Secure Joint Ventures and Clients with a few new verticals - publishers and brands 3. Strategic research to support CEO is high level solicitations and JVS
Qualifications Sought: Scrappy, bright, not afraid to get hands dirty, consider yourself not a fit for a traditional corporate environment. Comfortable in a workplace that looks like a dorm room - with a dog running around. We can afford nice offices but choose not to upgrade.
Additional materials required from applicant: Please send 3 ideas in your cover letter that you think AEF should do over the next 12 months that

Company Name: Gazelle

Contact Name: Ed Finn

Email: ed@secondrotation.com

Phone: 617-416-7659

Website or Company Description: www.gazelle.com Gazelle is the nation's largest reCommerce company, providing a practical, responsible, rewarding way for consumers to get value for used electronics. Today, we accept products across a wide range of categories and have found a new home for more tha

Job Location: Allston, MA

Industry: Technology: Consumer Electronics

Compensation: Market competitive

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: Gazelle is looking for a resource to assist in analyzing our pricing data and methodology. Three areas could be the focus: 1) Statistical evaluation of market pricing data with a bent towards establishing statistically sound methods in parsing data and setting automated controls to ensure that incorrect or extreme data is filtered from automated data feeds. 2) Through quantitative and other market analyses, evaluate pricing elasticity at a category and/or SKU-level and establish a means of dynamically overlaying those findings into the Company's pricing decisions and calculator. 3) A broad but deep dive into the Company's average selling and purchase price data (and history) to discover trends and establish distinct product-level "value buckets" for use in reporting and planning.

Qualifications Sought: The focus of the role will be very micro-economic and so would require aptitude, experience, or ambition in data and quantitative analyses. Having a background in technical statistics would both enjoy and be of great use to #1 in the role above. Those looking for strategy or business development exposure would not enjoy the role.

Additional materials required from applicant:

Company Name: Soliant Energy

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Contact Name: Art Buckland
Email: art.buckland@soliantenergy.com
Phone: 310-890-5889
Website or Company Description: www.soliantenergy.com (under construction) Solar Start-up

Job Location: Monrovia, California (LA County) except for the recovery package person who may have to spend some time in DC.
Industry: Utilities
Compensation: not much
Summer or Full-Time Position? summer internship
Willing to Hire International Students? Yes

Positions Description: Soliant is a start-up bringing a new technology to the solar market. We are focused only on Commercial rooftops in sunny climates. In the US that means 3 1/2 States 1. We need to change the language of the market. Current solar is commodity and we need to sell capital equipment that produces energy for a sale based on ROI. We need to become the Commercial rooftop solar thought leader. 2. We are developing a prototype production line that will eventually become a lights-out facility. In June we start-up this line. 3. We are implementing a fairly sophisticated, low-overhead complex supply chain and will have just installed an Epicor ERP system. 4 Sales to early adopters in target markets hopefully using modern marketing techniques such as social networking. 5 Get a piece of the recovery package. We already are a grantee of the Dept of Energy

Qualifications Sought: Someone who can do one of the above or sell.

Additional materials required from applicant: Anything you think can be helpful - financial support from HBS or another source would help.

Company Name: Nexeon MedSystems

Contact Name: Mark Bates
Email: mbates@nexeonmed.com
Phone: 304 550 7864
Website or Company Description: www.nexeonmedsystems.com

Job Location:
Industry: Biomed/Pharmaceutical: Medical/Health Care Devices
Compensation: \$1,000
Summer or Full-Time Position? summer internship
Willing to Hire International Students? Yes

Positions Description: Function: student would be expected to have an in-depth understanding of our company model prior to entry into the program. We would supply, after nondisclosure commitment, details with regard to the company architecture, business plan and funding strategies. The student would then function as a strategist with the Chief Executive Officer to assist in transition from startup to growth company. The student would be tasked with providing an in-depth analysis of future funding considerations to bridge the company while the market recovers. This will include exploration of opportunities in the context of the Obama health care Reform Act. We would envision the student to be able to articulate these options to the upper management and board while also providing a template in the form of a detailed report at the end of their rotation.

Qualifications Sought: We will only consider students who are affable, bright and passionate about our mission. Individuals with undergraduate backgrounds in the domains of science or engineering may be better suited for this type of internship.

Additional materials required from applicant: Please provide a personal statement along with the required materials.

Company Name: Cross Country Automotive Services

Contact Name: Anna Chow
Email: achow@crosscountry-auto.com
Phone: 781-306-3297
Website or Company Description: www.crosscountry-auto.com

Job Location: n/r
Industry: Services: Other
Compensation: 1200
Summer or Full-Time Position? summer internship
Willing to Hire International Students? Yes

Positions Description: This "Insurance Product Strategy" internship places you in our newly formed Product Marketing and Strategic Innovation

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team where you'll have an opportunity to work with senior executives and other company leaders on our insurance product strategy. The focus: Insurance Product Strategy - to identify new opportunities and products related to insurance industry solutions. A combination of creative and analytical talents are required as well as the ability to be part technical expert and part businessperson. We want an expert on the auto insurance claims cycle. This is a high-profile impactful position with a fun, creative and seriously business minded team. You'll report to a demanding manager who takes pride in developing outstanding talent and taking the time to mentor her team. This is a great opportunity to have fun, learn and grow, focus on expanding our market leading insurance industry solutions and make a big difference in driving the future growth of an innovative market leader.

ESSENTIAL FUNCTIONS: Must be able to research market opportunities, conceptualize new ideas, develop strategies, and evaluate them objectively from a market and financial standpoint. Plan go-to-market initiatives for mobile product offerings. Strategic analysis: Evaluate market/industry trends and structure, value chain. Develop customer value proposition and business models. Go-to-market: Develop go-to-market strategy for mobile products, including marketing strategy and messaging. Develop business cases for new initiatives to facilitate bringing to market.

Qualifications Sought: KNOWLEDGE, SKILLS AND ABILITIES: 1.) EDUCATION: Bachelor's degree or equivalent experience required. MBA intern preferred. 2.) EXPERIENCE: Experience with strategy, market research, marketing. 3.) COMPLEXITY: Must embrace change and have a passion for building great companies. Self-directed; requires minimal supervision on work products. Strong project management skills, detail-oriented with solid analytical skill.

Additional materials required from applicant: n/r

Company Name: Cross Country Automotive Services

Contact Name: Anna Chow

Email: achow@crosscountry-auto.com

Phone: 781-306-3297

Website or Company Description: www.crosscountry-auto.com

Job Location: n/r

Industry: Services: Other

Compensation: 1200

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: This "Mobile Telecommunications Insurance Strategy" internship places you in our newly formed Product Marketing and Strategic Innovation team where you'll have an opportunity to work with senior executives and other company leaders on our mobile telecommunications product strategy. The focus: Mobile Telecommunications Insurance Strategy - to identify new opportunities and products related to mobile telecommunications. A combination of creative and analytical talents are required as well as the ability to be part technical expert and part businessperson in order to identify new opportunities and products related to mobile telecommunications. This is a high-profile impactful position with a fun, creative and seriously business minded team. You'll report to a demanding manager who takes pride in developing outstanding talent and taking the time to mentor her team. This is a great opportunity to have fun, learn and grow, focus on the exciting mobile technology industry and make a big difference in driving the future growth of an innovative market leader.

ESSENTIAL FUNCTIONS: Must be able to research market opportunities, conceptualize new ideas, develop strategies, and evaluate them objectively from a market and financial standpoint. Plan go-to-market initiatives for mobile product offerings. Strategic analysis: Evaluate market/industry trends and structure, value chain. Develop customer value proposition and business models. Go-to-market: Develop go-to-market strategy for mobile products, including marketing strategy and messaging. Develop business cases for new initiatives to facilitate bringing to market.

Qualifications Sought: KNOWLEDGE, SKILLS AND ABILITIES: 1.) EDUCATION: Bachelor's degree or equivalent experience required. MBA intern preferred. 2.) EXPERIENCE: Experience with mobile telecommunications, telematics, internet industry. record of leading new products from concept to commercial release.

Additional materials required from applicant: n/r

Company Name: Cue Ball

Contact Name: Elizabeth Xanthopoulos

Email: exanthopoulos@cueball.com

Phone: 617-542-0100

Website or Company Description: www.cueball.com

Job Location: n/r

Industry: Finance: Venture Capital

Compensation: \$450-\$500

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Willing to Hire International Students? Yes

Positions Description: The intern will focus on three core business activities: portfolio management, deal sourcing, and fund raising. On portfolio management: the intern will provide strategic support and engage in consultative projects for existing portfolio companies. He/she will also provide research and PR / Marketing support to portfolio companies. On deal sourcing: the intern will assist in the management of the deal pipeline. He/she will analyze opportunities, conduct and report our on due diligence analysis. On fund raising: the intern will actively support the management of our investor pipeline and fund marketing materials.

Qualifications Sought: Passion for consumer and information media companies - Entrepreneurial spirit - Strong analytic abilities - Strong creative abilities - Strong financial modeling skills - Excellent written and oral communication skills - Great attention to detail - Maturity and ability to interface with senior executives, entrepreneurs, and potential investors - Willingness to roll up sleeves and become actively involved across a wide range of responsibilities - Management consulting and technology backgrounds preferred

Additional materials required from applicant: n/r

Company Name: Kettle Cuisine

Contact Name: Levon Kurkjian

Email: lkurkjian@kettlecuisine.com

Phone: N/A

Website or Company Description: kettlecuisine.com Kettle Cuisine is a 23 year old company that hand crafts soup, chowder, and chili using natural ingredients and artisan cooking techniques. Kettle Cuisine is proud of our inclusive and entrepreneurial corporate culture in which all employees share

Job Location:

Industry: Consumer Products: Food/Beverage

Weekly Compensation: \$0 (Unpaid)

Summer or Full-Time Position? summer internship

Willing to Hire International Students? No

Positions Description: Kettle Cuisine is looking for a creative, detail oriented, and highly motivated self-starter to join the marketing team for a 12-week summer internship. This individual will report directly to the Vice President of Marketing and will be responsible for leading and participating in a number of mission critical marketing projects. The selected individual will also gain exposure to the executive team when presenting their work.

While the list of specific projects has not been finalized, below is a high level summary: • Competitor Analysis • Website Redevelopment • Grass Root Consumer Promotion Strategy • Corporate Rebranding • Selling Tool Development • Customer Profitability Analysis

Qualifications Sought: Food and/or Beverage Industry Experience is a Plus Consumer Marketing Experience is a Plus • Ability to simultaneously manage a number of different projects • Obsessive attention to detail • Passionate about positive results • Demonstration of success in working in teams • Demonstration of project management skills • Self-motivated – ability to drive work independently • Strong communication skills – both verbal and written • Extensive familiarity with Microsoft Office (Word, Excel, and PowerPoint)

Additional materials required from applicant:

Company Name: Remedy Interactive, Inc.

Contact Name: Tom Burke

Email: tburke@remedyinteractive.com

Phone: 415-332-6433

Website or Company Description: www.remedyinteractive.com Remedy Interactive, founded in 2001, provides employers with software-as-a-service solutions that predict employees' risk of injury, prevent workplace injuries, and reduce workers' compensation costs.

Job Location: Sausalito, CA 94965

Industry: Technology: Computers/Software

Weekly Compensation: approx. \$1000-1200

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: Remedy Interactive is investigating a new growth opportunity in a market adjacent to the company's current business. The Summer Associate will be responsible for helping the company formulate a business plan for entering the new market. We envision the project will start with an analysis of the industry, including evaluation of the most important problem(s) to be addressed for potential customers, the market's current offerings, competitors' strengths / weaknesses, and opportunities for a new solution. Recommendations may include building and / or

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acquiring businesses in this market. Additional details about the new business opportunity will be discussed with candidates selected for interview. The Summer Associate will join a strategic planning committee composed of the company's CEO, CTO and CFO. Day-to-day project activities will be coordinated with the CFO. After getting familiar with the company and the project, much of the work could be conducted independently. Following a 10 to 12 week full time effort, the company is open to considering part-time work during the academic year to assist in implementing the business plan. The company's current software solution, the OES, reduces costs by preventing workplace injuries and enabling scale. The OES predicts the relative risk of injury across the employee population, automates risk mitigation, and reduces the average cost per workers' compensation claim by over 40% and lost workday cases by 25%. The platform provides the technology backbone for corporate injury-prevention programs worldwide by supporting the development and delivery of multiple applications that enable efficient and large-scale workplace injury mitigation. Remedy Interactive's customers include leading companies such as: Agilent, BP, Chevron, Clorox, Disney, eBay, Genentech, HealthNet, Microsoft, Northrup Grumman, PG&E, the University of California, VISA, and Wells Fargo, among others. The company utilizes an annual subscription business model. Remedy Interactive is based in Sausalito, CA with a highly-committed and engaged team of 30 people, including managers with over 100 years of collective, relevant industry experience. The company was recently named one of the "Best Places to Work" in the Bay Area for the second year in a row.

Qualifications Sought: An ideal candidate would have completed the first year of the MBA program and have experience analyzing industries and new business opportunities, perhaps through work experience in management consulting, strategic planning, entrepreneurship, and /or new product development / management. Individuals with experience analyzing industries, competitors, and target companies for M&A advisory work, venture capital or private equity would also be considered. Industry experience in software, health care, or employee health & safety would be a plus but is not necessary. Once a project plan has been developed with the strategic planning committee, the Summer Associate should be able to work rather independently, conduct research, structure analyses and (by the end of the summer) deliver a high-quality presentation deck with specific recommendations including actionable options for the company's management.

Additional materials required from applicant: Please email Tom Burke, CFO (HBS MBA'89) at tburke@remedyinteractive.com

Company Name: Concentric Medical, Inc.

Contact Name: Kit Bay

Email: kbay@concentric-medical.com

Phone: 650-810-1723

Website or Company Description: www.concentric-medical.com

Job Location:

Industry: Biomed/Pharmaceutical: Medical/Health Care Devices

Weekly Compensation: TBD

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: The organization ("client") is a venture backed commercial stage medical device company with a system of products used to treat a neurovascular disease. Its investors include several leading venture firms and other institutional investors. The company's system is currently used at a number of leading academic and community medical centers in the United States. This project will be a high level strategic effort focused on market development, namely by looking at the current base of customers and developing a plan for expanding the usage of the company's products. The desired output is to develop a plan/recommendations on how the company can grow its business. This plan is expected to encompass clinical, marketing and reimbursement recommendations.

Qualifications Sought: • Strategic thinker • Ability to develop strong relationships with key opinion leaders • A motivated, quick learner and detail-oriented self-starter

Additional materials required from applicant:

Company Name: Memento

Contact Name: Lisa Burke

Email: lburke@mementosecurity.com

Phone: 5083332714

Website or Company Description: www.mementosecurity.com Memento Inc. (www.mementosecurity.com) is a pioneer in proactive risk, fraud, and compliance management solutions. Memento Security, the company's award-winning product, is used by some of the world's largest and most influential financial institutions

Job Location:

Industry: Technology: Computers/Software

Weekly Compensation: Negotiable

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Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: Bring your marketing skills to an award winning team with an innovative product that combats financial fraud. Memento is a fast-paced, dynamic company developing cutting-edge technology in the field of financial services fraud detection. Our team is growing, and we are looking for a summer intern to join our marketing team. While Memento's current market focus is the banking sector of the financial services industry, many other vertical market opportunities exist. For example, the costly problems of fraud and inappropriate activities also apply to industries such as healthcare, mortgage, insurance, retail, telecommunications, and manufacturing, among others. As a member of Memento's marketing team, you will be responsible for building out Memento's go-to-market strategy for one or more of these vertical market spaces.

Qualifications Sought: Essential Functions „X Describe and quantify industry problem „X Identify key customers ;V economic buyers, influencers, users, technical evaluators „X Develop business case and related success metrics „X Map existing solution enablers to business problem; identify gaps „X Research competition and develop positioning „X Create supporting collateral „X Gather feedback from potential customers, analysts, partners

Additional materials required from applicant: Please submit your resume and video case response to www.talentcastr.com

Company Name: Harvard Bioscience

Contact Name: David Green

Email: dgreen@harvardbioscience.com

Phone: 508 893 8999

Website or Company Description: www.harvardbioscience.com

Job Location: Ideally based in Boston, but could also tolerate some flexibility

Industry: Biomed/Pharmaceutical: Medical/Health Care Devices

Weekly Compensation: \$1000-1200 per week

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: explore opportunities for us to develop an commercialise novel "bioreactor" technologies for the growing and transplant of human organs

Qualifications Sought: Must have medical background, ideally part of the MD/MBA joint programme. Must have working knowledge of physiology and ability to comfortably navigate hospitals and operating rooms and talk to transplant surgeons

Additional materials required from applicant:

Company Name: Lumina Prep

Contact Name: Edward Alfano

Email: edward.alfano@luminaprep.com

Phone: 415.819.3273

Website or Company Description: www.luminaprep.com

Job Location: Flexible. Boston or New York preferred.

Industry: Services: Computer-related

Weekly Compensation: \$1,000 + commission

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: In the Spring, Lumina Prep launched its online SAT preparatory service. The company has paying customers for the May and June tests and would like to ramp up sales activity. The intern would work closely with Lumina Prep's CEO and Director of Sales and Marketing and would be responsible for honing the sales and marketing strategy and executing on that strategy.

Qualifications Sought: Experience with sales, marketing, online services, and educational services. Persuasive phone and in-person communication skills.

Additional materials required from applicant: Resume and brief (3 sentence limit) statement of interest

Company Name: XChange

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Contact Name: Adam Draper
Email: adam@xchanged.com
Phone: 6502162381
Website or Company Description: www.xchanged.com

Job Location:
Industry: Finance: Incubator
Weekly Compensation:
Summer or Full-Time Position? summer internship
Willing to Hire International Students? No

Positions Description: Strategy, operations, and execution at a new private exchange. Setting up a new market and helping optimize capital raising processes through technology.

Qualifications Sought: Capital Markets experience Multiple years at: -Investment Banking -Private Equity -Venture Capital -Investment Management -Hedge Fund -Exchange Entrepreneurial

Additional materials required from applicant:

Company Name: Meadow Networks

Contact Name: Robin Chase
Email: robin@meadownetworks.com
Phone:

Website or Company Description: www.meadownetworks.com This is actually for a new company, but you can see the area we are working in by looking at Meadow Networks.

Job Location: Cambridge
Industry: Transportation
Weekly Compensation: \$4000 for the summer
Summer or Full-Time Position? summer internship
Willing to Hire International Students? Yes

Positions Description: Come work with the founding CEO of Zipcar and GoLoco on her next venture that continues to break the mold for addressing our nation's transportation problems. This position will investigate the barriers and opportunities for a new business venture in the alternative transportation space. We have two particular service offerings in mind. Market analysis will include surveys, focus groups, interviews, and background research to determine market characteristics, including user demographics, geographies, price sensitivities, perceived barriers to adoption as well as perceived benefits. You will also help develop the financial models -- costs and revenue projections -- underlying these ideas. Since we are a very early stage start up, you'll do an enormous range of things and see what the process is like from the very beginning.

Qualifications Sought: Strong candidates should have an interest in transportation or climate change, and experience in either financial or market analysis (both would be great!). You need to be able to think creatively and work independently, bringing your own best ideas to this effort. This work revolves around how people use existing cars; we aren't building new ones although after market wireless devices play an important role.

Additional materials required from applicant: Our intention is to have this stipend be matched through one of HBS's programs.

Company Name: Recredible

Contact Name: Yasser Salem
Email: ysalem@mba2010.hbs.edu
Phone: 617 800 3258

Website or Company Description: Currently competing for finalist of the HBS Business Plan Competition, Recredible is a start-up community-based job referral network started by Harvard Business School students. The company utilizes crowd-sourcing to improve transparency on cand

Job Location:
Industry: Technology: Multimedia Products
Weekly Compensation: 500
Summer or Full-Time Position? summer internship
Willing to Hire International Students? Yes

Positions Description: Overall expansion strategy at HBS and beyond.

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Qualifications Sought: Deep interest in working in a start-up environment. Creative and self-motivated. Ability to manage a team of interns.
Additional materials required from applicant: n/r

Company Name: Corporate Portfolio Analytics

Contact Name: Martha O'Mara

Email: martha!@cpanalytics.com

Phone: 617 938-6462

Website or Company Description: www.cpanalytics.com Corporate Portfolio Analytics advises major occupiers of real estate on the strategic management of their large, complex portfolios.

Job Location:

Industry: Services: Other

Weekly Compensation: 1000

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: Associate Director needed to support growing, award-winning, highly respected corporate real estate consulting firm. Summer position will focus on marketing communications to C Suite executives. Position involves direct client contact, real estate portfolio analytics using market intelligence data sources, and client relationship management support. Client base includes some of the largest occupier portfolios in the US, as well as the Federal government. Collegial, entrepreneurial work environment in a downtown Boston location. Opportunity to join a growing business with a 50% annual growth rate and to advance career skills in client and project management responsibilities. Highly experienced co-founders (former Harvard Professor and former real estate investment advisor) are strong mentors and will challenge you to maximize your potential. CP Analytics is a women-owned business enterprise.

Qualifications Sought: Ability to assemble, integrate, and interpret data from multiple sources. -Working knowledge of real estate terminology, building parameters, and financial analysis preferred. -High proficiency with Excel and PowerPoint software. -Strong verbal and written communication skills. -Self starter - able to work enthusiastically and productively with limited supervision, and to suggest and investigate possible solutions and alternatives as the situation demands. -Masters degree in Business or real estate related field preferred. Consulting background helpful. Client responsibilities according to experience: manage Client workflow and look for opportunities to expand services to Client, clarify data as appropriate, conduct assessment interviews, present recommendations and reports. -Maintain regular contact with companies who are participating in a research and knowledge network. -integrate and interpret real estate market data from multiple resources to facilitate analysis of Client leases and portfolios. Sources include Torto Wheaton research, REIS, Property and Portfolio Research (PPR) and real Capital Analytics. - Use real estate leasing and Capital market data to identify relevant information and trends. -Create, Use, and improve Excel models, integrating data and troubleshooting as needed. -Customize or adjust data and forecasts as appropriate for Client portfolio. -Develop clear and simple graphics and produce Power Point presentations. -Assist with ongoing enhancement of work products. -Assist Principals in highlighting and interpreting major trends and Client impact.

Additional materials required from applicant: n/r

Company Name: Onboard Informatics

Contact Name: Robert Hahn

Email: rhahn@onboardinformatics.com

Phone: 646.747.4398

Website or Company Description: www.onboardinformatics.com Onboard Informatics has been helping companies humanize their websites since 2001. We provide the means by which top companies in real estate, media, and technology answer real questions by real people: "What schools are best for my child?" or "Whe

Job Location:

Industry: Services: Other

Weekly Compensation: 400

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: This is not a set position for us, as we're a small private company. Rather, it is an opportunity for the right individual to get deeply involved with the Marketing & Product Management teams over a 10-12 week period in the summer on important projects. The projects will likely span brand management, market research, new product development, market segmentation, pricing research, competitive analysis, and the like. Our situation, like many startups, is very fluid and requires someone who can be a generalist and get up to speed quickly on any particular area

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of marketing & product.

Qualifications Sought: Brand management, marketing, social media, web operations. Product development & product management. Financial models, financial analysis. Market research experience. Good with computers and standard software packages (Excel, PowerPoint, etc.) Experience with data/information systems, and with real estate is a plus. Great attitude is a must. Team player who is also a self-starter -- no hand-holding available in a startup environment. Eager to learn, ambitious, and smart.

Additional materials required from applicant: Got a blog? Send URL.

Company Name: Everyday NYC

Contact Name: Danny Shapiro

Email: dannyshapiro@gmail.com

Phone: 917-673-2488

Website or Company Description: www.everydaynyc.org Early, early stage web-based civic venture dedicated to amplifying the voice of everyday New Yorkers in city government. Think mystarbucksidea.force.com meets fivethirtyeight.com meets everyblock.com.

Job Location:

Industry: Government

Weekly Compensation: 0

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: The summer intern would partner with the founder to develop 1) a marketing and user adoption plan; and 2) a local advertising business model. This will involve researching civic, government and community groups to determine the market size for civic involvement and developing a plan for attracting early adopters. The intern would also research the local business community to determine the feasibility of developing a local advertising network to support the venture's operations.

Qualifications Sought: The most important criteria is a passion for using technology to improve government accountability, increase civic involvement, and address public policy issues large and small. Successful candidates will have demonstrated past civic involvement, a willingness to take on entrepreneurial projects, a great level of comfort dealing with uncertainty and unfamiliar situations, and a willingness to work hard and push themselves beyond their comfort zone. Some marketing, strategic planning and/or advertising experience would be valuable but is not essential.

Additional materials required from applicant:

Company Name: MagazineRadar

Contact Name: Todd Krizelman

Email: alt@magazineradar.com

Phone: 646-652-7000

Website or Company Description: www.magazineradar.com Like a Bloomberg terminal, but for the publishing industry. Used by Vogue, Economist, NY Times, ESPN, etc.

Job Location: NYC

Industry: Communications: Printing/Publishing

Weekly Compensation:

Summer or Full-Time Position? summer internship

Willing to Hire International Students?

Positions Description: MagazineRadar's first market has been consumer magazines. We're evaluating whether to create more line extensions to magazine publishers or begin pursuing different formats (e.g. TV)

Qualifications Sought: Background in television or newspaper (the business side, not creative/editorial) or media analyst.

Additional materials required from applicant:

Company Name: NGI Group

Contact Name: John Fees

Email: jtfees@ngipartners.com

Phone: 602-541-1771

Website or Company Description: www.ngipartners.com Next Generation Insurance Group LLC is a national affinity and direct to consumer

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insurance sales and marketing firm that operates speciality sites including www.GradGuard.com and www.MassDrive.com.

Job Location: Phoenix, AZ
Industry: Finance: Diversified/Insurance
Weekly Compensation: 750
Summer or Full-Time Position? n/r
Willing to Hire International Students? Yes

Positions Description: To be determined - position would be located in Phoenix.
Qualifications Sought: Insurance or consumer marketing background would be helpful.
Additional materials required from applicant:

Company Name: Enspire Learning

Contact Name: Bjorn Billhardt
Email: bjorn@enspire.com
Phone: 512-731-2166
Website or Company Description: www.enspire.com

Job Location: Austin, TX
Industry: Communications: Multimedia
Weekly Compensation: 500-700
Summer or Full-Time Position? summer internship
Willing to Hire International Students? Yes

Positions Description: While we don't have an official position open this summer, I would be willing to look at any student who shows a real passion for our field and see if a position can be worked out. Most likely areas would be business development, product development, and finance.
Qualifications Sought: Clear passion for what we do (we would be looking for long-term fit, not a specific pre-existing skill-set).
Additional materials required from applicant:

Company Name: FreshAddress, Inc.

Contact Name: Bill Kaplan
Email: bill@freshaddress.com
Phone: 617-965-4500 x203
Website or Company Description: www.freshaddress.com

Job Location:
Industry: Services: Computer-related
Weekly Compensation: \$1200/wk+commissions
Summer or Full-Time Position? full-time position
Willing to Hire International Students? Yes

Positions Description: FreshAddress, Inc. is a growing (100% growth rate from 2007 to 2008), profitable company that has established itself as the leading email database services company in the industry. We are looking to continue our growth rate in 2009 by expanding our suite of services, leveraging our data assets, and pursuing synergistic acquisition opportunities. The Data Licensing Manager will be responsible for building a business within FreshAddress and handling the following: strategic planning, development of pricing terms and deal structures, cold calling and deal sourcing, negotiations, closing of data licensing agreements, ongoing account maintenance, cross-selling, and upselling so as to maximize the value of our opt-in B2C database of approximately 450mm name, postal and email address records with registration date, IP address and source as well as our B2B database of approximately 12mm name, company name, postal and email address records. Anticipated licensing models are outright licensing of data assets on a batch basis as well as licensing of data assets on a real-time lookup basis (web service). Compensation to be heavily weighted towards commissions.

Qualifications Sought: Entrepreneurial, independent, strategic thinker capable of developing and growing a business from the ground up. Superior closing skills and customer relationship management abilities a definite must; database services experience preferred
Additional materials required from applicant:

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Company Name: PowerAdvocate

Contact Name: Marianne Wisheart

Email: marianne.wisheart@poweradvocate.com

Phone: 857-453-5780

Website or Company Description: www.poweradvocate.com

Job Location:

Industry: Services: Consulting

Weekly Compensation:

Summer or Full-Time Position? full-time position

Willing to Hire International Students? No

Positions Description: The Energy Infrastructure Intelligence Group (EIIG) is a dynamic new venture within PowerAdvocate, focused on providing the energy industry with the data and insights necessary to navigate increasingly volatile cost markets. Our intelligence products enable sophisticated management of the cost and performance risks associated with large scale, capially intensive infrastructure projects. We support Fortune 500 energy clients (as well as a growing number of financial services, equipment suppliers, private equity, and third-party consulting firms) across the entire energy value chain, including renewable energy, nuclear power, transmission & distribution, environmental retrofits, gas distribution, and fossil generation. Candidate will be able to conduct research and deliver critical knowledge and independent analysis on all inputs into energy infrastructure and its global supply chains, geopolitics, industry trends, and strategy. Our services help decision makers anticipate the energy future and formulate timely, successful plans in the face of rapid changes and uncertainty. PowerAdvocate's Market Intelligence tools and insight allow our customers to plan and invest in capital projects with comprehensive knowledge of the energy supply market that has a direct impact on investment, decision making, and performance. The Energy Business Analyst works to ensure quantitative and analytical analysis of trends that impact the future growth of the Energy Industry and its growing supply chain information.

Qualifications Sought: • Passion to participate in the "Energy Revolution" • Bachelor's degree or Master's degree. Any quantitative interest or statistics interest is a major plus. • Excellent client servicing skills • Strong interpersonal skills, both oral & written • Self-motivation with ability to work independently as well as part of a team • Enthusiasm and commitment to excellence

Additional materials required from applicant:

Company Name: TeenLife Boston

Contact Name: Marie Schwartz

Email: mschwartz@teenlifeboston.com

Phone: 617-939-3620 (cell)

Website or Company Description: www.teenlifeboston.com We are a "craigslist" of opportunities for teens

Job Location:

Industry: Communications: Multimedia

Weekly Compensation: \$500-\$800

Summer or Full-Time Position? summer internship

Willing to Hire International Students? No

Positions Description: I am looking for an intern who can update our business plan, refine our financial projects, and develop a template for rolling out TeenLife in other cities (TeenLife New York, TeenLife Washington, etc)

Qualifications Sought: Marketing, consulting or strategy experience is helpful. This is a fun start up with an interesting niche.

Additional materials required from applicant: None -- personal interview and references required.

Company Name: Curaspan Health Group, Inc

Contact Name: Thomas Ferry

Email: tferry@curaspan.com

Phone: 617-395-0126

Website or Company Description: www.curaspan.com

Job Location:

Industry: Services: Health-related

Weekly Compensation: \$1,300

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Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: This position reports to the Director of Product Management and will be responsible for the following projects: Payer Communication: Identify workflow for payer transactions that are relative to Curaspan's software solutions including concurrent review, prior authorization, benefit eligibility, etc. Develop the business case for migrating these transactions on-line using Curaspan's model and infrastructure. Post-acute EMR companies: Identify post-acute EMR companies as potential channel partners and estimate the market size, footprint and overlap with current Curaspan customers. Transportation: Identify medical transportation CAD companies. Estimate market size, footprint and overlap with the Curaspan markets. Research and develop the business case for implementing eTransport in acute care facilities. Recommend pricing model for the product offering.

Qualifications Sought: Strong Analytical Skills Excellent verbal, written, and presentation skills Strong organizational skills and ability to meet deadlines Healthcare Industry experience mandatory

Additional materials required from applicant:

Company Name: Aarm Corporation

Contact Name: Gitanjali Swamy

Email: gms@aarmcorp.com

Phone: 617-407-5667

Website or Company Description: www.aarmcorp.com

Job Location: New York or Boston

Industry: Finance: Investment Management

Weekly Compensation: TBD

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: The intern will work with the COO of the company on the go to market and sales to institutional clients. The COO is an experienced professional who has recently joined the company after a 15 year career spanning sales, marketing, biz-dev and corporate development at IBM, Booz Allen and ABB.

Qualifications Sought: The role requires a self starter who has both sales/marketing background. A financial industry background (information services such as D&B, consulting services such as cambridge associates, investment management) or and/or experience of SAS delivery models. A technology or math undergraduate degree is critical to good execution of duties.

Additional materials required from applicant: A short paragraph on what you believe you can get done in a summer and why you are excited about th

Company Name: DesignerShoes.com

Contact Name: Barbara Thornton

Email: barbara@designershoes.com

Phone: 617-442-7653

Website or Company Description: www.designershoes.com

Job Location:

Industry: Technology: Computers/Software

Weekly Compensation: no available funds

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: This is a very small ecommerce company going through a turn around. We are launching a new web platform and will expand products and expand internet marketing channels. Marketing channels include affiliates, seo, ppc and email. New products include small apparel companies that cater to hard to find sizes.

Qualifications Sought: Knowledge of photoshop, dreamweaver. Interest in

Additional materials required from applicant: We would only be able to bring in an intern if they received funding from another source.

Company Name: Investor Risk Management Solutions

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Contact Name: Shirish Nimgaonkar

Email: shirish_nimgaonkar@yahoo.com

Phone: 617-816-2981

Website or Company Description: The company has developed an innovative platform to maximize returns in the capital markets based on defined risk parameters. The patent pending investing technology allows investors to maximize returns depending on their risk tolerance.

Job Location: Boston, MA

Industry: Finance: Investment Management

Weekly Compensation:

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: The intern will focus on developing important aspects of the business plan (target market segments, competition, value proposition and go to market strategy for the target segments - pricing, channels, etc). This will involve extensive field conversations with the investor community (including brokers, institutional investors, individual investors). There will be a product management component as well in terms of helping to customize product platform based on additional segment requirements. This will be a good opportunity for the intern to be part of an exciting startup and define the ground-up go to market strategy. The company was founded by 2 senior executives in the technology and investment management sectors. Founder 1 - PhD from MIT, with several years senior management experience in major investment management firms in Boston. Founder 2 - MS from Stanford, MBA - Harvard, with several years of management experience in technology companies in starting and growing entrepreneurial ventures.

Qualifications Sought: Experience in defining and executing on go to market strategies for fast growing companies. Experience in the investment management space and technical background is nice to have (but not required). Analytical, driven and entrepreneurial mindset required.

Additional materials required from applicant:

Company Name: Recredible

Contact Name: Abhinav Agrawal

Email: aagrawal@mba2010.hbs.edu

Phone: 9172872284

Website or Company Description: Recredible is a start-up community-based job referral network started by Harvard Business School students. The company utilizes crowd-sourcing to improve transparency on candidate qualifications and professional interests, increasing their access to

Job Location: Can be based anywhere.

Industry: Services: Internet Development

Weekly Compensation: Negotiable

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: Recredible is seeking a Strategy & Business Development Summer Associate to pursue a variety of initiatives related to sales and marketing. The position will involve performing a comprehensive analysis of the recruiting market, building a behavioral segmentation, and leading partnership/monetization discussions. Time permitting, the position will also involve building a growth strategy along with a detailed implementation plan.

Qualifications Sought: The ideal candidate will possess 2-5 years of experience in strategy, business development or sales in a technology company (social network experience is a big plus). Experience in the recruiting or web space is a plus, but not a pre-requisite. Individual should be motivated, hardworking, and entrepreneurial by nature. They should be comfortable in a somewhat unstructured environment, and willing to push themselves to test their own creativity and surpass expectations.

Additional materials required from applicant:

Company Name: IntraLinks

Contact Name: Richard Pierce

Email: rpierce@intralinks.com

Phone: (617)648-3524

Website or Company Description: www.intralinks.com

Job Location:

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Industry: Technology: Computers/Software
Weekly Compensation: competitive
Summer or Full-Time Position? summer internship
Willing to Hire International Students? Yes

Positions Description: INtraLinks is searching for an intern to assist with Business Analysis/Product Management tasks over the 2009 summer break. IntraLinks is in the process of a major product transition from a vertical market solution to an enterprise solution targeted at the Fortune 2000. Major task will be reviewing and categorizing industry feedback to assist in the creation of compelling use cases to support our new enterprise software initiatives.

Qualifications Sought: Solid analytical and verbal/written communication skills. Solid software knowledge and software industry interest.
Additional materials required from applicant:

Company Name: Founder Collective

Contact Name: Eric Paley
Email: eric@foundercollective.com
Phone: (617) 270-4569

Website or Company Description: Founder Collective is a seed-stage venture fund investing in capital-efficient information technology businesses. The principals of the fund are successful company founders and focus on helping founding entrepreneurs at the earliest stages.

Job Location: Boston
Industry: Finance: Venture Capital
Weekly Compensation:
Summer or Full-Time Position? summer internship
Willing to Hire International Students? No

Positions Description: The fund is seeking a summer associate to assist in sourcing investment opportunities and performing diligence on attractive investment targets. The associate may also be asked to support existing portfolio companies.

Qualifications Sought: The ideal candidate has experience as an entrepreneur and has founded a company prior to business school. At a minimum, experience working at an early-stage venture-backed company or a venture capital fund is required. A technical background is preferred.
Additional materials required from applicant:

Company Name: Daily Grommet

Contact Name: Jeanne Connon
Email: jeanne@dailygrommet.com
Phone: 877-862-0222
Website or Company Description: www.dailygrommet.com

Job Location: n/r
Industry: Services: Advertising/Marketing
Weekly Compensation: 0
Summer or Full-Time Position? summer internship
Willing to Hire International Students? Yes

Positions Description: You'll be working with our product discovery team to identify and research new products and services for us to feature on our e-commerce website. May also involve helping to drive traffic through link building activities and outreach using social media tools such as Facebook and Twitter.

Qualifications Sought: Communications - excellent writing skills and ability to interact on the phone with partners and customers. MS Office (word, excel), typing skills.

Additional materials required from applicant:

Company Name: Experience, Inc.

Contact Name: Jenny Floren
Email: jflore@experience.com

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Phone: 617-305-7408
Website or Company Description: www.experience.com

Job Location: n/r
Industry: Technology: Multimedia Products
Weekly Compensation:
Summer or Full-Time Position? summer internship
Willing to Hire International Students? Yes

Positions Description: We are looking for 1-3 entrepreneurial b-school students to help us on business development projects within three areas of our company: product marketing, proposing contract services to the US government, and marketing to support our selling efforts to both higher ed institutions and enterprise employers.

Qualifications Sought: Interest in entrepreneurship is a must -- and background in consulting, product marketing, sales, project management, and internet business development are desired.

Additional materials required from applicant: Please review our web site to understand the scope of our business, and provide a cover letter that

Company Name: Unimacts LLC

Contact Name: Matthew Arnold
Email: marnold@unimacts.com
Phone: 410 415 6070
Website or Company Description: www.unimacts.com

Job Location: Boston/flexible
Industry: Manufacturing: Machinery & Indus Equip Manufacturers
Weekly Compensation: tbd
Summer or Full-Time Position? summer internship
Willing to Hire International Students? Yes

Positions Description: Global sourcing strategy, operations

Qualifications Sought: knowledge of industrial engineered products knowledge of global (primarily low cost country) sourcing Manufacturing and Engineering experience

Additional materials required from applicant:

Company Name: Vuze, Inc. (position 1 of 2)

Contact Name: Gilles BianRosa
Email: gilles@vuze.com
Phone: 650-799-9941
Website or Company Description: www.vuze.com Vuze provides leading HD video distribution platform, with 50 million players installed. Vuze is backed by NEA, Redpoint, Greycroft Partners and BV Capital.

Job Location: San Francisco.
Industry: Communications: Multimedia
Weekly Compensation: to be discussed
Summer or Full-Time Position? summer internship
Willing to Hire International Students? Yes

Positions Description: Product Management, Product Marketing. Works with Product and Marketing team to scope, design, and market application and web features.

Qualifications Sought: Experience with product management and or marketing/product marketing for consumer facing problems.

Additional materials required from applicant:

Company Name: Vuze, Inc. (position 2 of 2)

Contact Name: Gilles BianRosa

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Email: gilles@vuze.com

Phone: 650-799-9941

Website or Company Description: www.vuze.com Company provides leading HD video distribution platform, with 50 million players installed. Vuze is backed by NEA, Redpoint, Greycroft Partners and BV Capital.

Job Location: San Francisco and/or Los Angeles.

Industry: Communications: Multimedia

Weekly Compensation: to be discussed

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: Working with CEO and Executive Producer to develop relationships with media companies (Studios, TV Networks) and distributors (web portals, CE mfgs, others).

Qualifications Sought: Experience with media industry required. Strategic bus dev experience a plus (consulting, i-banking).

Additional materials required from applicant:

Company Name: Satmetrix

Contact Name: Richard Owen

Email: richardo@satmetrix.com

Phone: 6502278384

Website or Company Description: www.satmetrix.com n/r

Job Location:

Industry: Technology: Computers/Software

Weekly Compensation:

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: Satmetrix is undertaking the most significant and important product launch in the companies history. An entirely new generation of SaaS technology will be brought to market over the summer of 2009. We are seeing exceptional product marketing/management candidates who can deliver meaningful components in support of the launch. There are numerous opportunities to contribute around website development, marketing material, sales force and customer communication etc. This is a remarkable opportunity to get first hand experience of a major product release using the most current technology set and model in the industry. The successful candidate will have a hard working summer delivering meaningful work.

Qualifications Sought: We are seeking candidates with product marketing or management experience in the technology industry. The ideal candidate will be able to hit the ground running in a SaaS environment and handle a steep learning curve with minimal supervision. SaaS experience would be a significant advantage. We would also consider candidates with significant services marketing experience. Compensation will depend on experience.

Additional materials required from applicant:

Company Name: Knightsbridge Advisers, LLC

Contact Name: Jill Frankle

Email: jf@knightsbridgeusa.com

Phone: 617-354-0042

Website or Company Description: www.knightsbridgeusa.com n/r

Job Location:

Industry: Finance: Venture Capital

Weekly Compensation: \$800 to \$1,000/week

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: Summer Marketing Intern Position at a Premier Fund of Funds Position: Marketing Intern, Full-Time Description: Looking for MBA intern with a strong interest in venture capital and fund of funds. Marketing-centric role assisting Managing Principals and key investment professionals in marketing current Fund of Funds. Investor research and due diligence, business development, database mining, cold calling, follow up, and meeting planning are all key components of this role. Investors include foundations, endowments, corporate and public pension funds, and

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financial institutions. Contacts within the investor base include Private Equity Directors, Alternative Assets Directors, Chief Investment Officers, and Chief Financial Officers. Summer intern will gain exposure to the Alternatives sector, specifically Fund of Funds in the early-stage venture capital sector. Summer intern additionally will gain a deeper understanding of venture capital key success factors, and the top quartile venture players as a side benefit. Knightsbridge will not discriminate against or permit harassment of any employee or applicant for employment on the basis of race, color, religion, sex, national origin, age, disability, veteran status or any other characteristics protected by applicable law. Compensation: Commensurate with experience, range of \$800 to \$1,000 per week.

Qualifications Sought: Applicants should have superior written and oral communication skills, as well as a basic knowledge of MS Office and database management. Marketing or finance expertise is preferred. Team player with a positive attitude, flexibility, demonstrated attention to detail and the abilities to effectively listen, creatively problem solve and energetically multi-task are a must.

Additional materials required from applicant: Email subject line should read: HBS Summer Intern.

Company Name: Prospectiv

Contact Name: Lesley Solomon

Email: lsolomon@prospectiv.com

Phone: 781-305-2191

Website or Company Description: www.prospectiv.com Prospectiv is an online performance marketing company with an expertise in consumer acquisition. We help consumer brands target, engage and acquire women on a performance basis.

Job Location:

Industry: Services: Advertising/Marketing

Weekly Compensation: TBD

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: •Work with sales and marketing teams to identify objectives and metrics for success for marketing programs. Programs should drive awareness and preference for Prospectiv's online performance marketing solutions for advertisers. •Research existing opportunities (for example: webcasts, events, newsletters) and develop new ideas, including messaging/content/social networking ideas, which will achieve those objectives. •Assess opportunities, including investment and payback needed, and ultimately recommend 2-3 cost-effective programs (including budget, timing, target audience, etc).

Qualifications Sought:

Additional materials required from applicant:

Company Name: Dynamet Technology, Inc.

Contact Name: Miles or Stan Abkowitz

Email: jobs@dynamettechnology.com

Phone: 781-272-5967

Website or Company Description: www.dynamettechnology.com

Job Location:

Industry: Manufacturing: Other

Weekly Compensation: to be negotiated

Summer or Full-Time Position? summer internship

Willing to Hire International Students? No

Positions Description: Work on research proposal preparations, expansion plans, investment presentations and potential investor contacts.

Qualifications Sought: HBS Grad student with undergraduate degree or experience in Materials Science, Chemical engineering or Mechanical engineering.

Additional materials required from applicant:

Company Name: Cambridge Semantics

Contact Name: Michael Cataldo

Email: mcataldo@cambridgesemantics.com

Phone: 617-606-3433

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Website or Company Description: www.cambridgesemantics.com

Job Location:

Industry: Technology: Computers/Software

Weekly Compensation: 1200

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: Cambridge Semantics is an early stage technology company that has developed the most powerful semantic engine available in the market today. Semantic technology is a method for storing and accessing data that will revolutionize computing on a scale that has not been seen since the advent of the Internet. The core technology was built by some of the best software engineers in the world – the same engineers that founded IBM's advanced Internet technology group. They left IBM to found Cambridge Semantics 2 years ago and have spent that time developing the initial product set that will be released in July. The company already has customers and a growing pipeline of very strong prospects. The challenge now is to identify the best vertical markets to attack so that the company can stay focused, maximize revenue and use resources most effectively. This is a critical task for any start up, especially for one with such broad market potential. The selected intern will work squarely at the center of these activities helping to identify potential markets, prioritize them and identify points of entry. As such, key activities for the intern will include identifying for each market: • Potential applications for the technology • Leading software suppliers in the space • Key players and industry forums • Likely OEM prospects • Likely sales prospects Over the course of the summer, the company will be developing its distribution and funding strategy. The intern will work closely with and report directly to the CEO and be actively involved in crafting the company's go forward business plan as well as meeting with customers and investors, some of whom are recognized leaders of American business. This opportunity will expose the candidate to all aspects of building a start up at a critical point in to company's development – completion and launch of the first commercial product. The corporate culture is classically entrepreneurial and as such is relaxed but serious about accomplishing our goals. The team is comprised of experienced individuals who have created successful businesses in the past. There is no better opportunity for a student who sees themselves as an entrepreneur and wants to learn how to build a company of their own.

Qualifications Sought: The ideal candidate will have strong research capabilities and be knowledgeable in market segmentation and sizing. While the intern will work closely with the CEO, it is important that he/she is a self starter and able to "take the ball and run with it". Should the intern show interest and aptitude for other areas of the business, opportunities will be made available. Familiarity with technology is a plus in so far as it required for understanding the products and communicating key features and benefits. Good writing and communication skills are also helpful. It is critical that the intern act as part of the team and be willing to work hard and look at situations from all angles. Where this is a new technology platform on which new applications are built, there are no predetermined applications for the technology. The focus is to identify situations where applications could be created to solve a business problem that is not easily addressed with traditional software platforms. For the successful candidate, the possibility exists for future employment with the company with stock options as part of the compensation package.

Additional materials required from applicant:

Company Name: MedVentive Inc.

Contact Name: Sue Stelmack

Email: sstelmack@medventive.com

Phone: 781-290-2598

Website or Company Description: www.medventive.com

Job Location:

Industry: Technology: Computers/Software

Weekly Compensation: TBD

Summer or Full-Time Position? summer internship

Willing to Hire International Students? No

Positions Description: Outstanding opportunity for a high energy, enthusiastic finance intern to work at a start-up. Candidates will have an opportunity to be exposed to the venture capital process as we are in the midst of raising Series C funding. We are looking for someone to convert all of our methodology over to a true Software as a Service model. Excellent excel experience required.

Qualifications Sought: Excellent written and verbal communication skills as well as advanced experience in MS Excel. Familiarity with MSOffice also required.

Additional materials required from applicant:

Company Name: Orthera, Inc.

Contact Name: Cori Smith

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Email: csmith@maxmedtech.com

Phone: 619-822-1680

Website or Company Description: Orthera is a manufacturer and distributor of Custom Orthotics. Orthotics are medically engineered shoe insoles usually distributed by Doctors. We disrupted the medical channel and bring a mass customized product to retail

Job Location: San Diego, CA 92120 and 92126 as we will be moving to larger offices during the month of July to accommodate the growth.

Industry: Consumer Products: Consumer Products

Weekly Compensation: 1000

Summer or Full-Time Position? summer internship

Willing to Hire International Students? No

Positions Description: Person would be working with the CEO in order to help build up the finance department and do all levels of corporate finance work as financial modeling, forecasting, planning and accounting within a staff of 3.5 people.

Qualifications Sought: Accounting undergrad preferred. CPA preferred. Several years of corporate finance experience with one larger corporation and a start-up company in which the candidate has learned implementing a financial framework in order to help the company grow without losing track of its financial goals.

Additional materials required from applicant:

Company Name: APT Pharmaceuticals

Contact Name: Amy Nader

Email: anader@aptbio.com

Phone: 650-931-1666 x118

Website or Company Description: www.aptbio.com

Job Location: n/r

Industry: Biomed/Pharmaceutical: Pharmaceuticals

Weekly Compensation: 1200

Summer or Full-Time Position? summer internship

Willing to Hire International Students? No

Positions Description: APT has an important drug in Phase III development for the prevention of rejection in lung transplantation. As a summer intern, you would be responsible for delivering a tactical marketing launch plan that aligns with the strategies outlined in the brand plan. You would report to the Chief Commercial Officer (an HBS 97) and work closely with the senior management of the company.

Qualifications Sought: Previous experience in Biopharma company or working with biopharma companies in a consulting role. Marketing experience preferred.

Additional materials required from applicant:

Company Name: Mayfield Fund

Contact Name: Ravina Harding

Email: rharding@mayfield.com

Phone: 650 854 5560

Website or Company Description: www.mayfield.com Mayfield Fund located on Sand Hill Road in Menlo Park California provides "venture capital with impact" by partnering with exceptional individuals to create industry-leading companies.

Job Location: n/r

Industry: Finance: Venture Capital

Weekly Compensation: TBD - commensurate w

Summer or Full-Time Position? summer internship

Willing to Hire International Students? No

Positions Description: Mayfield Fund is seeking an energetic, highly analytical and highly-motivated summer intern with work experience in the consumer internet space who is capable of managing multiple responsibilities in a fast-paced dynamic environment. Specific Responsibilities will include analyzing key metrics of internet companies, benchmarking performance to help us make better decisions, creating macros to analyze data from various sources, competitive analysis, due diligence on new investments and evaluation of new sectors. Intern will gain exposure to the venture capital industry as well as startup companies.

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Qualifications Sought: Strong analytical and research skills including excel and macro programming Work experience in consumer internet (secondarily interested in consulting or banking experience) Interest in venture capital/private equity Demonstrated ability to work efficiently and independently Highly organized and good communication skills

Additional materials required from applicant:

Company Name: Leveler

Contact Name: Tom Flocco

Email: tflocco@gmail.com

Phone: 847 682 7754

Website or Company Description: levelerllc.com A unique technology to manage electrical surge, conditioning and conservation using a patented approach to treat the electrical flow. The challenge is to enter the best segments, building the org. to capture the opportunity in a focused manner.

Job Location: suburbs of Chicago, IL

Industry: Technology: General High Technology/Electronics

Weekly Compensation: 1000

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: •Segmenting the electrical consumption and equipment markets globally, breaking down the spend into increasingly finer segments for clear evaluation •Compiling an understanding of the issues such as cost of failure, price elasticity, competitive set, etc. in each of these segments •Profiling the competitive set in each segment •Leveraging this information to assemble and run a screening process designed to help the Board identify the most promising 3-4 target segments for the technology •Assisting in decisions surrounding make vs. buy, lease vs. sell, etc. •Once identified, creating compelling ROI stories for the target segments •Use the ROI as the basis for compelling selling materials to penetrate the target segments •Time permitting, participating in discussions with key customers in key segments The role will report to the CEO, MBA '92

Qualifications Sought: The ideal candidate has a minimum of 2-3 years experience analyzing industries, companies and financials (consulting, business development, banking, etc.), has an interest in being on the ground floor of a start up, has an understanding of and interest in technology, is comfortable with the ambiguity and lack of structure typical in a start up

Additional materials required from applicant: Please include a brief rationale in your cover letter for your interest in working in a start up

Company Name: Kois Invesy

Contact Name: François de Borchgrave

Email: fdeborchgrave@hotmail.com

Phone: 32474832244

Website or Company Description: small private equity fund investing in SME's in Belgium and Belgium's hinterland.

Job Location: Brussels, Belgium

Industry: Finance: Private Equity

Weekly Compensation: cash and housing

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: The objective is to help in the creation of a new fund, focused on companies with a positive impact on the planet and the beings living on it (so green businesses as well as healthcare, mental care, etc). The help is focused on two areas: First research the field to identify potential companies and business models in Belgium or abroad, to define a 'target' list ready before starting the fund. Then prepare the fund-raising info memo and start contacts with investors.

Qualifications Sought: good analytical skills, good research skills, interest for the field.

Additional materials required from applicant: just shoot me an email with resume attached!

Company Name: Good Start Genetics

Contact Name: Paris Wallace

Email: pwallace@gsgenetics.com

Phone: 617 358 6006

Website or Company Description: NA Located in Boston, Good Start Genetics is developing a genetic diagnostic for the reproductive market. The diagnostic will be completed in a CLIA certified laboratory and be distributed through fertility clinics. GSG was started by 2 HBS grads.

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Job Location: Boston, MA
Industry: Biomed/Pharmaceutical: Biotechnology
Weekly Compensation: stipend
Summer or Full-Time Position? summer internship
Willing to Hire International Students? Yes

Positions Description: Potential Summer Projects Small Business Innovation Research (SBIR) Grant Writing: Work on identifying and writing a Small Business Innovation Research Grant for GSG to further its research. Competitive Analysis Project: Build a database of competitor's products. Market Sizing Project: Conduct research into domestic and international markets to create market sizing report and future market rollout strategy. Lifetime Cost Analysis: Research the lifetime healthcare cost of individuals with certain targeted diseases. Compile lifetime cost estimates and the overall potential healthcare savings of our diagnostic. All projects will need to be completed independently. Due to space limitations interns will be expected to work mainly offsite with occasional on-site meetings with principals.

Qualifications Sought: • Ability to work independently on research based projects • Demonstrated interested in healthcare/biotech • MBA or MBA candidate • Consulting experience a plus

Additional materials required from applicant: NA

Company Name: Greenhill SAVP

Contact Name: JB Lockhart
Email: jlockhart@greenhill.com
Phone: 212-389-1604

Website or Company Description: www.gsavp.com Greenhill SAVP is a \$100M venture capital fund focused on early-stage technology investments. The fund is affiliated with Greenhill & Co., an independent investment bank.

Job Location:

Industry: Finance: Venture Capital

Weekly Compensation:

Summer or Full-Time Position? summer internship

Willing to Hire International Students? No

Positions Description: • Financial modeling, valuation, and return analysis • Competitive analysis • Evaluating new investment areas • Sourcing new investment opportunities through proactive outreach, research, and networking • Meeting entrepreneurs of companies that match our investment criteria • Conducting due diligence on new investments • Monitoring portfolio companies and reporting of fund performance • Documenting and assistance in writing investment memos; documenting important meeting notes as needed

Qualifications Sought: • Exposure to software/IT and information services/publishing industry a big plus • Excellent research, financial, and analytical skills. Proven proficiency in modeling through Excel • Strong written and oral communication skills • Ability to handle multiple projects in a fast-paced environment

Additional materials required from applicant:

Company Name: ShipServ

Contact Name: Paul Ostergaard
Email: postergaard@shipserv.com
Phone: 7765221854

Website or Company Description: www.shipserv.com ShipServ is the leading e-marketplace in the \$400B maritime shipping industry. Delivering Internet-based software and information services based on a global network of more than 10,000 customers conducting \$1B+ of trading annually.

Job Location: London W45YA, United Kingdom

Industry: Technology: Computers/Software

Weekly Compensation: 1200

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: The role(s) would be Strategy/Business Development Manager, reporting directly to the CEO. ShipServ represents the future of enterprise software and is currently considering building on its initial success by expanding within and beyond the marine industry. The role would be responsible for identifying and evaluating growth opportunities and presenting recommended business cases to the management team.

Qualifications Sought: Strategy consulting experience is a requirement. Software/Internet experience a strong plus. Knowledge of transportation

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and shipping industries desirable.

Additional materials required from applicant: n/a

Company Name: Celtra Inc.

Contact Name: Mihael Mikek

Email: mihael.mikek@celtra.com

Phone: 6179091525

Website or Company Description: <http://celtra.com>

Job Location: One Broadway, 14th Floor (Cambridge Innovation Center - cictr.com)

Industry: Technology: Computers/Software

Weekly Compensation: negotiable

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: Celtra is an early stage mobile marketing company. The company secured series A venture funding just days ago. Celtra is providing "Software-as-a-Service" platform for mobile marketing to leading entertainment brands and movie studios in US (20 FOX, Warner Bros, Paramount, Universal and others). We are looking for entrepreneurial self starters who are interested in developing new business strategies for Celtra's growth on domestic and international markets. We are looking for candidates with sales and business development background from IT industry, or candidates with strong experience from marketing industry who worked for leading ad-agencies and media buy companies. The candidate will work with Celtra's management team, developing "go to market" strategies and business models, sales strategies, pricing strategies, etc. The positions offers a great startup experience in a fast pace environment and competitive industry.

Qualifications Sought: strategic analyzing, thinking and planning Strong organizational skills Business development or sales background from IT industry Marketing background (ad-agency experience)

Additional materials required from applicant:

Company Name: Garbrook Knowledge Resources, Inc.

Contact Name: Dr. Joan Brooks

Email: intern.garbrook@gmail.com

Phone: 978-299-4960

Website or Company Description: www.garbrook.com Garbrook Knowledge Resources develops new ways to capture, organize, and reduce the complexity of information and transform the information into effective knowledge. Our goal is to build an industry-leading authoritative KnowledgeBase to support analysis

Job Location: Beverly, MA

Industry: Services: Other

Weekly Compensation:

Summer or Full-Time Position? summer internship

Willing to Hire International Students?

Positions Description: The Strategy Intern will work with the founding team on the market strategy for Garbrook's Advanced Biofuels Resource (ABR), a knowledgebase system for organizations and individuals requiring a better understanding of scientific, technical, economic, and policy topics across the global Biofuels industry. You will play an important role in developing our business strategy through market assessment, the evaluation of the competitive landscape, customer segments, product positioning, pricing, product features, and sales enablement. It is a unique opportunity to impact an emerging product line in a fast paced, dynamic, start-up environment. The well-qualified candidate will have good knowledge of Internet-based service businesses as well as online sales and marketing strategies. - Employ strategic analytic frameworks to provide thought leadership and develop market insights and specific recommendations/implementation plans to help guide product and market strategy. - Conduct primary and secondary research, analyze data, and develop models for forecasting target markets (including size and growth), sales, and customer usage. - Design and execution of a strategic market plan.

Qualifications Sought: Must be a self-starter, creative, resourceful, and comfortable in a start-up paced software company where most of the team works virtually. Strong analytical skills and passion for analyzing products, companies and market dynamics. Good understanding of Internet-based services businesses as well as familiarity with online sales and marketing strategies. Aptitude for determining the optimal way to position products in the market, in an organization and along a buy cycle. Familiarity with Renewable Energy, Biofuels, and/or the Bioeconomy a plus. Demonstrated capacity for developing marketing and sales strategies in the B2B, academic and/or non-profit sectors a plus. Effective team player and cross-functional contributor. Excellent written, verbal and information-seeking skills.

Additional materials required from applicant: HBS Job Bank. Please provide your resume and a cover letter by May 22, 2009. No phone calls please.

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Company Name: New Relic (Dan is w/ Trinity Ventures)

Contact Name: Dan Scholnick
Email: dan@trinityventures.com

Phone:

Website or Company Description: www.newrelic.com

Job Location:

Industry: Technology: Computers/Software

Weekly Compensation:

Summer or Full-Time Position? summer internship

Willing to Hire International Students?

Positions Description: Strategy and marketing role. Here's the description from Dan: One of my portfolio companies, New Relic (www.newrelic.com), just decided to hire a summer intern from HBS to help with marketing and strategy. I know it's a little late to be looking, but if any of your classmates are still looking for a job and want to work at a high profile tech startup, would you please send them my way? They don't have to have directly relevant experience, so it would be a great position for someone looking to break into the tech startup world. It would be a great learning environment as the company touches both the enterprise software and consumer internet worlds.

Qualifications Sought: HBS student

Additional materials required from applicant:

Company Name: Flagship Ventures

Contact Name: Geoff Whitehead
Email: gwhitehead@flagshipventures.com

Phone: 617.218.1683

Website or Company Description: www.flagshipventures.com

Job Location:

Industry: Finance: Venture Capital

Weekly Compensation: Yes

Summer or Full-Time Position? summer internship

Willing to Hire International Students? Yes

Positions Description: Flagship Ventures is initiating a new summer internship program, where the entrepreneurs of the future will spend their summer in FEAR (Flagship Entrepreneurial Academy Researcher). The FEAR program will begin on Monday, June 8th, 2009. In our first year, we will pilot the FEAR program by selecting 3-5 FEAR interns. Each of the selected interns will work with a Flagship partner and other team members on a Flagship Venture Creation Newco. The internship will be a full-time, compensated position over a 10-12 week period, and FEAR interns will be located at the Flagship Ventures offices in Kendall Square (1 Memorial Dr., 7th floor, Cambridge, MA). Flagship has been founding, building and launching innovative Newcos through our Venture Creation program for a decade now. We would like to help train the entrepreneurs of tomorrow by exposing them to the day-to-day entrepreneurship that happens in Flagship Newcos and provide a positive impact on their developing careers. We are excited to initiate this program and believe it will be a positive influence for entrepreneurship for many years to come.

Qualifications Sought: FEAR entrepreneurs should have scientific training and prior work experience in the Life Science and/or Cleantech industry.

Additional materials required from applicant:

NOTE: The last update to this document is today, 5/20/09. After this date check the Job Bank for additional summer and career job postings.