2018 Swarthmore Future Entrepreneurship Program

Employer and Internship Descriptions

2018 Student Application Period: Feb 5-14
Questions: pkim1@swarthmore.edu

About SFEP:

Swarthmore College Career Services has curated summer internships at local start up companies through a partnership with Ben Franklin Technology Partners. Students (seniors and alumni are ineligible) can apply to posted internships and interview with participating start-up companies. If selected, students will gain experience working for a start up while gaining insight into the entrepreneurial world while receiving a $4500 stipend for 10 weeks of full-time work.

Application Instructions:

Please follow these directions to make sure that you’re able to view all SFEP internships and apply to the ones you’re interested in.

1. Log into Handshake.

2. On the top of the home screen, click on “Jobs.”

3. In the search bar, type in "SFEP" for a list of all internships that are a part of this program. All SFEP internships will have the title labeled "SFEP: ________" A full list of opportunities is also available via PDF; you can also type in the employer name and search for the internship that way.

4. Apply to as many opportunities that are of interest to you. Please note that some employers ask for more than a resume. If you haven't had your application materials reviewed, please come and see a Career Peer Advisor (M-F 1-4:30pm).

5. Please make sure you understand the organization’s location. Their address will be in the description or in the employer profile--not all employers are located within the city of Philadelphia and some are located in suburban neighborhoods. If chosen for interviews, students are required to make their own arrangements in getting to the interview locations.

Note about funding:

$4500 is the maximum amount that a student may be awarded from the College for summer funding. Should you accept an SFEP internship, you are not allowed to apply for additional funding for this program through the College.

Note to International Students:

Students are required to contact the Office of International Student Services (Jennifer Marks-Gold or Reshma Suraj) on their options regarding work authorization status.

Study Abroad Applicants:
Those studying abroad are eligible to apply; however, it is important to let your interviewers know that you are studying abroad and might not be able to do an in-person interview. Please be flexible when scheduling interviews.

**Asset Vue, llc: Technology Intern**

Office Location: 1410 Russell Road, Paoli, Pennsylvania 19301, United States
Office accessible via Septa Regional Rail (Daylesford Station)

About AssetVue
We are a company that develops solutions using RFID and BLE (Bluetooth Low Energy).

Internship Description
We are looking for a summer intern to work on a wide variety of tasks including:

- Working with our Quality testing lead to review our web based application to verify proper functionality of our summer release
- Working with RFID and BLE readers and beacon technology to see how we can best apply this technology for our clients.
- Managing hardware builds for clients,
- Working with our field teams to do client installations. It looks like we have a lot of opportunity to travel with installation teams this summer available as well. Travel teams will work in client data centers to audit their servers and install RFID readers. The travel is optional, but there will be many opportunities to chose from.

**Astarte Medical Partners, Inc.: Intern**

Office Address: 10 North Main Street, Morrisville, Pennsylvania 19067, United States
Office accessible via SEPTA Regional Rail (Yardley Station)

ABOUT ASTARTE MEDICAL:
Astarte Medical is seeking a talented student who is interested to test out the start-up life while working to make a difference in the lives of our nation's most vulnerable patients. We are developing NICUtrition, software for use in the Neonatal ICU of hospitals to improve outcomes for preterm infants.

We are seeking a self-starter, jack of all trades who wants to add value to our company and its growth in the areas of marketing, social media, business analysis and strategy. Our intern will have direct and frequent access to founders and top management and experience a summer in the life of a start-up.

Internship Description
Specific projects may include, but are not limited to:

- Social media/branding/blog in support of increasing brand awareness for Astarte Medical and highlighting company successes
- Pitch redesign, positioning and video
- Development of marketing materials and sales tools
- Business development analysis – identifying partners, determining fit and timing
- Competitive profile summaries
- Research customers to serve as pipeline for sales
- Select clinical meetings (U.S. and international) for identifying key opinion leaders, industry trends and presentation/exhibition opportunities
- Participate in team meetings and strategy sessions

**CAMPUS ESP: Content Management & Business Development Intern**

Office Location: 30 South Fifteenth Street, Philadelphia, Pennsylvania 19102
Office accessible via SEPTA Regional Rail (Suburban Station).

**About CampusESP**

CampusESP, we develop innovative solutions for student success. Many technology solutions address student advising needs by reaching out (or "nudging") students. CampusESP is unique. Instead of vying for the attention of busy college students, CampusESP "nudges the nudgers": students’ parents and family.

Why do we care about parents? Good question. Our research shows that college students interact with their parents more than 13 times a week. We understand that parents, as the most influential people in their students’ lives, can directly impact student success... if they’re informed.

CampusESP provides strategic, curated content to parents and families to help them better advise their student. Think social-media-platform-meets-CRM, plus secure data control for students. We’re working with major universities like Penn State, Auburn, Temple, and Towson to support their student retention, recruiting, and giving goals.

We’re an early-stage education tech startup located in the heart of Philadelphia. (We work out of Pipeline Philly, an awesome coworking space across the street from City Hall.)

Working at a small but growing company, you will have the opportunity to dip your toes in a wide range of projects and see your hard work roll out on our platform on a daily basis. We know how to make our own coffee--you can get right to work as a key member of our team. We’re always experimenting with new ideas, and we want to hear your input!

At CampusESP, you’ll be joining an experienced team of entrepreneurs, who combined have over 50 years of experience in higher education, sales, product design, and product development. (Meet CampusESP co-founders, Dave Becker and James Bright.) It’s an exciting time to come on board at CampusESP, with our first round of funding in the bag, new customers rolling in, and a growing team to work with.

**Internship Description**

We are looking for a talented and driven content manager to join our team. You will be responsible for creating and sharing content for existing customers (which goes out to more than 200,000 users), as well as business development content for our lead generation efforts.

Our ideal candidate is a college student or graduate with demonstrable writing skills. As a content manager, you should perform well under deadlines and be detail-oriented. We are looking for someone to take ownership over their work and dive right in. If you have creative ideas about how to engage our audience online, grow our company and ensure a positive customer experience, we’d like to meet you. If you are interested in higher ed or entrepreneurship, or better yet both, we REALLY want to meet you.

**RESPONSIBILITIES INCLUDE BUT ARE NOT LIMITED TO...**
• Create, schedule and publish engaging content for more than a dozen campus accounts
• Produce content for our lead generation and business development efforts
• Follow industry-related news and generate ideas around trending topics
• Manage our editorial calendar to ensure timely publication
• Monitor portal traffic and user engagement metrics (e.g. click-through rates, conversions and bounce rates)
• Identify gaps in our content and recommend new topics

QUALIFICATIONS
• Excellent writing skills, organizational skills and attention to detail
• Work experience in content management, journalism, marketing, PR, or related fields
• Basic knowledge of web publishing, user engagement and other web traffic metrics
• Ability to work independently, take initiative, and manage your own schedule
• Willingness to work hard, be strategic, and do the right thing for the business

EnviroKure: Intern

Office Location: 5222 E Comly Street, Philadelphia 19135
Office accessible via Septa Regional Rail (Bridesburg Station)

ABOUT ENVIROKURE:
EnviroKure: Breakthrough solutions that improve plant and soil health, increase farm yields, and protect land and water. EnviroKure is a producer of high value, environmentally-friendly liquid bio-organic fertilizers

Our highly efficient, clean, zero-waste system creates microbial-rich, organic fertilizer from an environmentally-challenging waste stream (chicken manure). The breakthrough technology is secured by two awarded patents, three patents pending, providing a significant leap toward a fully sustainable food production system. We have pursued a dual approach of developing and commercializing the technology simultaneously, enabling rapid empirical/market feedback that has resulted in accelerated development of the manufacturing process and intellectual property.

Using its patented, proprietary process, EnviroKure technology recycles nutrients from raw chicken manure into highly refined, pathogen-free liquid bio-organic fertilizer. EnviroKure products improve soil and plant health, and increase crop yields.

The Company benefits from the increasing demand for organic fertilizers, biofertilizers and biostimulants driven by fast-rising consumer interest for organic and sustainably produced food. Additionally, EnviroKure provides a solution to address increasingly abundant and environmentally taxing chicken manure from the rapid expansion of global chicken and eggs consumption -- raising concerns for transmission of disease-causing pathogens, nutrient run-off, contaminated water, and eutrophication.

Our goal is to establish global leadership in sustainable, regenerative agriculture.

1. Establish EnviroKure as the technology company providing breakthrough solutions to improve plant and soil health, increase crop yields, and protect land and water
• Aggressively expand target segments to conventional agriculture, specifically targeting large, 5000+ acre farmers
• Maintain strong presence in Organic crop production
• Build a second commercial production plant in Indiana in 2018 to provide product to meet growing demand and drive expanded product adoption
• Position EnviroKure to become the go-to company for sustainable solutions for manure, regenerative agriculture and ecological plant growth enhancement

2. Ensure rapid revenue and geographic expansion through US and international licensing
• Utilize Indiana plant as reference facility for licensing
• In US, prioritize licensing agreements with large, 5000+ acre farmers for captive use, as well as poultry producers and regional fertilizer distributors
• Ex US – Establish strategic partnerships with leading players in both the poultry and agricultural industries on regional/country basis

3. Enhance competitive advantage and value proposition
• Convert Philadelphia Plant to innovation hub for further product development, technology development, IP generation and licensing support

Leadership Team
Mark Lupke, Chief Executive Officer, has experience as both CEO and CFO in multiple start-ups in the technology industry, leading teams and companies from concept to successful commercialization, and has previously worked in M&A for Alex. Brown & Sons, a leading investment bank.

Joseph Steck, Founder, Chief Operating Officer, has led businesses in both wholesale distribution and investment, and has direct experience bringing new brands and product lines to market.

Chris Chipman, CPA, Chief Financial Officer, was CFO and Secretary of a publicly held mining and exploration company, increasing market capitalization from $40 million to $420 million and reserves in excess of 200%, before negotiating the sale at a 67% premium over market price.

Sonia Nofziger Dasgupta, VP Commercial Strategy, is an agriculturalist and commercialization specialist for Fortune 500 and start-up agribusiness and pharma companies including DuPont, Merial, Rhone Poulenc, Amgen and others.

Ward Wright, Director of Sales, has over 30 years of experience in wholesale, retail and marketing for large corporations and start-ups, with a solid track record of exceeding sales and profit plans.

Sushil Bhalla, PhD, Technology Coordinator, is a specialist in process development and scale up for new technologies, with over 30 years of experience leading technology development teams at FMC and J. M. Huber.

Internship Description
Depending on the intern’s experience and skill set, he/she can work on one or more of these projects.

Marketing
1. Develop or expand in-depth understanding of promoted products and relevant advertising revenue metrics
2. Gather & analyze data, information, and research (e.g., market data, competitive analysis, advertiser/consumer research, etc.) through quantitative and qualitative mechanisms to make decisions on critical strategic issues.

3. Help produce, develop, and improve metrics and reporting.

4. Assist sales with preparing shipping documents and literature packages for customers.

5. Research and create content for social media distribution. Develop social media schedule, monitor and post to EnviroKure accounts.

6. Work with marketing agency, coordinating input and direction from EK team members.

Product Development

1. Learn process for nitrogen sample testing, CO2C Blast test and pathogen sampling. Upon established proficiency, perform tests under supervision of science officer.

2. Assist in grow room research, including daily monitoring and recording. This will include development of basic horticultural and lab skills.

3. Collection of agronomic data from growers for internal analysis and testimonial development.

Early Stage Company Operations

1. Assist with development of investor presentations in PowerPoint and Word.

2. Support development and dissemination of due diligence materials.

General

1. General office administration, including filing, copying, package preparation and phone answering.

Grassroots Unwired: Business Development Intern

Office Location: 10 Canal Street, Bristol, Pennsylvania 19007, United States
Office is accessible via SEPTA Regional Rail (Bristol Station).

About GRASSROOTS UNWIRED:

Grassroots Unwired is a small but scrappy technology start-up backed by venture capital and focused on the non-profit market. The GRU real time mobile platform is transforming the way data is collected and tracked by non-profits for face to face fundraising, issue advocacy and information gathering. From helping progressive candidates win elections to empowering non-profit organizations working to save our environment, balance inequality and improve our communities, Grassroots Unwired bridges historical canvassing with groundbreaking technology. Our office is located in Bristol Boro just a 3 minute walk from the Bristol SEPTA station on the Trenton line. Our office is located in a building that was once a seed factory and retains all the charm and distinctiveness of a 200 year old building. We have a casual and open work environment that emphasizes team building and collaboration across our entire operation.

Internship Description

This person will have an exciting chance to be involved in developing a Pre-Sales strategy in conjunction with Sales and Marketing management objectives. Responsible for Pre-sales project management from requirement capture and design to implementation handover.
As grassroots advocacy organizations across the country look for technology to support their growing efforts to challenge and overcome the current political climate, Grassroots Unwired is now looking for someone to support growth into this market through outbound new business acquisition based on sound Pre-Sales interaction.

This is an opportunity for a technically adept and driven individual. You will gain experience in supporting sales team culture and gain demonstrable and successful background in the formation and management of customer required product solutions.

**Thermaquil, Inc: Entrepreneurial Associates**

Office Address: 3711 Market St Philadelphia, PA  
Office is accessible via Septa Regional Rail (30th St. Station)

**ABOUT THERMAQUIL:**

Thermaquil is a recent spinout from the University of Pittsburgh Medical Center with headquarters in Philadelphia (3711 Market St) as part of the University City Science Center's Phase 1 Ventures program. We have a simple yet completely new way of blocking overactive nerves without using drugs, electrical stimulation or causing nerve damage. We do this through moderate and carefully controlled warming and cooling of the nerve. Our goal is to reduce suffering in the millions of people with chronic pain, muscle spasms and other conditions.

Founders' Profiles

Founding CEO Steve Popielarski (me, with whom you will be primarily working) has launched disruptive products and businesses over the past 15 years including at successful startups and Fortune 50 companies. Professor Changfeng Tai (Dept of Urology, UPMC) Tai has previously developed an implantable e-stim device and has 25 years of nerve stimulation and neurophysiology experience. Tai did pre-clinical testing on a neuromodulation patch about a decade ago that Steve launched while at J&J.

**Internship Description:**

Depending on the intern’s experience and skill set, he/she can work on one or more of these projects.

1) **Website and social media:** We have no web or social presence. First priority is the website, starting with the framework and functionality, UI/UX look and feel, and filling in content. I can provide content that will need to be adapted to a web or social format and audience. For this role, I really need someone who knows how to technically set up the website and go live. You should have previously developed and launched template-based websites that work across devices and browsers.

   **thermaquil.com** site is owned but no content has yet been created.. this is one of our needs as below. Similarly I held Thermaquil across primary social media channels but no content has been created or posted.

2) **Pitch deck and marketing/business development materials:** Interest to get into the details and think through key messages and how to best communicate them to various audiences. Must enjoy and be good at creative and technical writing. Bonus if you’re artistic and good at graphic design to create final 'professional' pieces.
3) **Financial model and market analysis**: Because the business is founded on an insight rather than a specific technology, there are many possible commercial paths forward. Developing a robust financial model that allows for straightforward scenario evaluation would be very helpful. Once the model is created, we can run scenarios and leverage the model for other strategic planning purposes. Ideally you would also enjoy doing research to find market sizes, expected growth and other inputs that are needed for the model.

4) **IP, technical writing and research**: An implantable thermal modulation device is new to the world and our primary focus. A noninvasive product would enable many more people to be helped but such a device would exist in a much more complicated IP landscape. We need to better understand that existing landscape, and then either scope out and define our place in it -- or make the decision to partner or OEM if doing so is the more expeditious path forward. By the summer our specific IP, technical writing and research needs may change. This is a role that can shift somewhat with the needs of the company at the time.

**Location / Work Space**

As an early-stage startup with funding partially provided by the Science Center, we have access to meeting rooms and facilities on the 8th floor of 3711 Market St and in other University City Science Center buildings. Half of the 8th floor at 3711 Market is the Science Center, and the other half is the open working space at Quorum, where we can work anytime except when an announced event is occurring.

I will make a point of working in-person with you at the start of our engagement so we can get to know one another and ensure that you get off to a strong start. And I can be available via voice or video/screen-share once or multiple times every day for the entirety of your internship. But I do travel a fair amount and am pulled in a number of directions, so I want to be realistic and set an expectation that I will not physically be at Quorum for entire weeks sometimes.

Early-on, we'll get to know each other and help best leverage each other's strengths. Through 'Situational Leadership' I should adjust the extent of my involvement in a particular project or activity based on your skill and confidence in doing that particular task -- meaning that I'll spend more time with you the first time you do something, and less time once you get the hang of it by doing similar things to hone that skill. As such, once we get to know each other and have open communication about strengths and concerns, we should be able to efficiently work together whether in-person or remote.

**Keriton: Software Development Internship**

Office Location: 1608 Walnut Street, Philadelphia, Pennsylvania 19103, United States

Office accessible via SEPTA Regional Rail (Suburban Station).

**2 Step Application Process**: Applicants must submit a resume through Handshake. In addition to applying through Handshake, please fill out this offline questionnaire: https://goo.gl/forms/zdkpGzlAeOMiPfkr1

**About KERITON:**

A new gold standard in breast milk management & analytics for neonatal ICUs to improve process efficiency, patient safety and patient engagement. There are archaic solutions at the NICU that ""pseudo-automate"" the process of breast milk management - like Timeless Medical, Safebaby, etc. These solutions run on clunky handheld barcode scanners which increases the nurses' time spent on such solutions. Breast milk tracking solutions from even mature companies like Epic and Cerner are simply a spin-off from their medication tracking solutions, which is inherently an incorrect way of managing breast milk. Then there are apps for
mothers, which can track her pumping, but cannot share data with the clinicians due to lack of HIPAA compliance. We are redefining this solution space, as there is no single solution providing an end-to-end automation from the mother to the nurses.

With an innovative Software-as-a-Service approach, the Keriton Kare platform solves every single one of those problems. Our platform - Keriton Kare - covers the entire spectrum, alleviating not only the pain-points of manual breast milk management, but also providing analytics on how well moms are pumping and providing integrated patient engagement tools. Co-innovated with Penn Medicine nurses, for nurses, the platform significantly improves process efficiency, saving critical nurse time and reducing errors. With built in real-time analytics, lactation consultants can now proactively counsel struggling mothers, instead of reacting when it is too late. With automated notifications and text/audio/visual patient engagement solutions, the platform also notably enhances the pumping experience for mothers, resulting in improved pumping adherence and outcomes. We also track breast milk as a substance, as opposed to medication, which is the HL7 FHIR recommended method. This helps in truly aligning the automated process with the actual workflow of the clinicians in the NICU.

**Internship Description**

We’re hiring a Software Development Intern to contribute to a suite of cross platform (Android/iOS) applications.

You’ll be working with a small team of experienced developers, to build the current and next generation of Keriton applications. You’ll be implementing web or mobile interfaces, primarily in Javascript, HTML and CSS to support new features and expansions for the core product. You’ll also work to improve and scale existing tools and services.

**Stack**

- Angular V1, Cordova, Ionic, NodeJS, Postgres

**Responsibilities**

- Writing clean readable code, debugging complex problems that span systems, prioritizing ruthlessly and getting things done with a high level of efficiency
- Implementing cross-platform applications in Angular, Cordova and Ionic
- Implementing pages for the Keriton website
- Ensuring continuous quality cloud delivery with test automation and code reviews
- Collaborating closely with our designers and domain experts
- Contributing to the entire application lifecycle from definition and design to market launch

**Benefits**

- Tech gear of your choice

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**Lia Diagnostics: Business Analyst and Operations Assistant**

Office Location: 10th and Chestnut St

Office accessible via Septa Regional Rail (Jefferson Station)

**About LIA DIAGNOSTICS:**

Lia Diagnostics has developed a new pregnancy test for women who value privacy and sustainability. Using innovative materials and unique manufacturing techniques, Lia has created a flushable, biodegradable test.
Internship Description

We’re looking for a self-starter who can roll up his/her sleeves to thrive in a fast-paced, team-oriented environment and is excited to play a key role in growing a company. You’ll be responsible for several key initiatives that will inform the launch and go-to-market strategies of our new products. This position provides perfect opportunity to gain valuable, real-world startup experience.

Lia Diagnostics, a funded startup in Philadelphia, is looking for a Business Analyst and Operations Assistant to join our team.

Specific projects will include:

1. Competitive research -- Keep abreast of competitive activity, listen to analyst calls, track related products in the marketplace.
2. Growth strategy – Explore and evaluate potential future applications of our technology.
3. Financial modeling and projections -- Maintain and update financial models as information emerges and new requirements are presented.

Competencies required:

- Analytical skills - ability to analyze and summarize a situation quickly, synthesize large amounts of data into easily digestible formats, and recognize patterns/trends and produce meaningful conclusions and recommendations; detail-oriented critical thinker and problem solver.
- Communication skills - excellent verbal and written communication skills and ability to interface with internal and external customers at all levels.
- Project management skills – ability to methodically break down a project into logical steps, determine key milestones and deliverables, and drive toward deadlines in an organized and thorough manner.
- Business acumen – strategic understanding of the business process and ability to create reports and give presentations.
- Data and Statistical Analysis- ability to analyze and summarize a wide variety of data, including the analysis and reporting of current and historical operational and financial data with the goal of delivering actionable recommendations for improvement to operations. Provides support to various projects by acquiring data from several platforms/sources.

Learning objectives:
The student will learn the ins and outs of working for a small, seed funded start-up.

The student will learn how to self-manage projects in a dynamic startup environment.

The student will learn how to gather and analyze data and derive implications for business decisions.

The student will learn how to synthesize and communicate information for both internal and external audiences.

Skills Required: Advanced Excel, PowerPoint, Word, Mac + PC knowledge, research abilities, and more.

The student will have the opportunity to play a large role in, and contribute to the overall development and growth of the business. Here are the basic requirements we have for all new hires:

- A high level of integrity and sensitivity to confidential information
- Smart and self-starter
• Works well with ambiguity and constant changes
• A "can-do" attitude
• Takes initiative
• Passionate about designing and developing meaningful new products
• Not afraid to pick up the phone!

**MyDealerOnline: Summer Intern**

Office Location: 6 Neshaminy Interplex Cir, Feasterville, Pennsylvania 19053
Office is NOT easily accessible via Septa Regional Rail.

**About MyDealerOnline:**

MyDealerOnline is a startup founded by automotive tech veterans that aims to bring drop shipping to car dealers. We aggregate the inventory from upcoming car auctions and other wholesale sources where dealers traditionally buy the cars from, and we push that inventory directly to dealers websites, so they can pre-sell those cars, but WITHOUT upfront investment in that inventory!

**Internship Description**

If you are ready to learn in a fast paced environment where the tasks are challenging, and the environment is fun, if you are quick on the feet and not afraid to make impact, we want you!

Ideal candidate is entrepreneurial in spirit, ready to learn, not afraid to bring constructive feedback and not afraid of hearing feedback on their performance as well. Team player with abilities to complete tasks on their own. Motivation and commitment is a must. Prior exposure to automotive industry, business development is a plus.

What we offer - opportunity to learn on your feet, supporting team, fun atmosphere, expect a variety of tasks from marketing, social media, research, business development, sales, etc.

**RegDesk, Inc.: Summer Intern**

Office Location: 3401 Market St, Philadelphia, Pennsylvania 19104, United States
Office accessible via SETPA Regional Rail (30th St. Station)

**About REGDESK:**

Have you ever wondered why millions of patients around the world do not have access to even the basic medical devices and therapies? It lends to the difficulty of getting drugs and devices approved by the local Health Agencies. RegDesk was created to solve this.

RegDesk is an Artificial Intelligence company that helps medical device and pharmaceutical companies understand the FASTEST route to get their devices and drugs approved globally. We do this by providing real-time regulatory requirements, insights from past failures, and by leveraging the largest network of regulatory and reimbursement experts.
Internship Description

We are seeking energetic and driven students with backgrounds in Biological Sciences, Law, Business, and or Marketing to help with any of the following micro projects:

1. Research Analyst: The intern would be shown where and how to find regulatory requirements for medical devices in different countries (e.g. Taiwan, France, Japan, etc.). The intern would read through the requirements, synthesize them in a form of a checklist. The Intern would also contact regional Ministries of Health (Health Agencies in different countries) to see if there is any public data available related to medical device warning and recalls.

2. Digital Marketing: Assist RegDesk's marketing team with various digital marketing tasks from writing blogs on topics related to medical device regulations, medical device pricing for different countries and any latest developments from the Health Agencies. The intern would also assist with social media posting (LinkedIn, Twitter, and Facebook). They would also help setup happy hour and invite regulatory leaders from medical device companies in the area.

Roar for Good: Graphic/Web Design Intern

Office Address: 1339 Chestnut Street, Philadelphia, Pennsylvania 19107, United States

Office accessible via Septa Regional Rail at Jefferson Station

About ROAR for Good

ROAR for Good, a Philadelphia startup and Certified B Corporation®, is on a mission to help make the world a safer place with our wearable safety device, Athena, our ROAR Personal Safety app, and investments in empathy education programs.

ROAR for Good is a social impact company aimed at empowering women and reducing attacks using wearable technology and education. Athena, our first product, is smart jewelry that can sound an alarm, send text messages to loved ones with the wearer's location, and call an emergency number.

Internship Description

We are looking for a graphic/web designer to support our marketing efforts and online presence. As a Graphic/Web Design Intern you work in a variety of creative areas to support our marketing initiatives, website, and anywhere the brand is visually represented

Primary Responsibilities

- Marketing: Design graphics that align with ROAR’s brand identity.
- Website: Contribute to updates on the website to improve our messaging, sales and online representation.
- Social Media: Create graphics and posts to engage with the ROAR community.

About You

- You are a motivated individual with a passion for digital design.
• Want your work to make a positive impact on society.
• Are familiar with web development (HTML, CSS).
• Can work independently on projects

ROAR for Good: User Experience Research Intern

Office Address: 1339 Chestnut Street, Philadelphia, Pennsylvania 19107
Office accessible via Septa Regional Rail at Jefferson Station

About ROAR for Good

ROAR for Good is a social impact company aimed at empowering women and reducing attacks using wearable technology and education. Athena, our first product, is smart jewelry that can sound an alarm, send text messages to loved ones with the wearer's location, and call an emergency number.

Internship Description

We are looking for someone with an interest in user research and user research-driven product development. As a User Research Intern will support the ongoing research efforts in the form of focus groups, interviews, surveys and usability testing to gain valuable insights used to improve the product and experience. You will participate in all aspects of the research.

Primary Responsibilities

• Managing the communication with potential participants and institutions to set up interviews and focus groups
• Join research sessions to take notes and observe.
• Support data collection and analysis.
• Create presentations to share research insights with the product developments and design teams.

About You

• Confident to be able to handle tasks somewhat independently
• You want your work to make a positive impact on society.
• Reliable to manage communication with research participants and institutions.
• Curious to learn from the research participants and the team around you.
• Analytical to gain valuable insights from data collected.

SocialLadder: Mobile Marketing Intern

Office Location: 801 Market St, Philadelphia, Pennsylvania 19107, United States
Office accessible via SEPTA Regional Rail (Market St Station)

ABOUT SOCIAL LADDER:
We love music and technology. So it’s pretty cool that we get to do what we love everyday. And it’s even cooler that our clients-- Live Nation, AEG, Insomniac, Firefly Festival, The Meadows, Vans Warped Tour, Disco Donnie Presents and many many more -- think we’re the “Best Brand Ambassador” tool on the market. Our technology is used to manage the brand ambassador programs for thousands of events and brands around the world. Simply put, our mobile app makes it easy for brands to connect their biggest fans with priceless experiences. Are you looking for a high energy, award winning, tech start-up to be a part of? Then we are it! We are a fast growing tech startup run by experienced entrepreneurs looking for creative and passionate people to come join us at our Philadelphia center city offices.

Our office environment is laid back and community, discussion and collaboration are at the heart of everything we do. You will have direct access to the co-founders and are encouraged to share your ideas and pursue an individual project that will help SocialLadder navigate a specific problem or implement a new strategy. The best part? We are a team of passionate people: Music fans, adventurers, foodies, adrenaline junkies, dog lovers and more. And that diversity, passion and energy is baked into every corner of our the company. Our culture means everything to us because we do our best work when we are happy, respectful and relaxed. These core values and work ethic are why we were voted the “Best Management Team in the Region 2017” and why we are funded by ex Facebook, Yahoo and Ticketmaster execs. So, ask yourself. Do you love the music/entertainment industry and want to be a part of it? Are you are an ambitious and motivated self-starter who loves to take an idea or vision and run with it? If you answered yes to the above questions, you should definitely apply to be a member of the SocialLadder team!

Internship Description

In this role, you will be responsible for supporting the company’s social media, client success and content marketing initiatives. You will learn about industry trends and be hands on with our marketing team and co-founders. This is a great opportunity to develop a deep understanding of the content marketing industry, opportunities and competitive landscape.

This position will offer a glimpse into the fast-paced and highly rewarding world of startups, as well as an opportunity to learn from and work closely with an experienced and successful entrepreneurial management team. If you are interested in developing your resume and skills for a career in marketing, entertainment, or any entrepreneurial endeavor, then come be a part of our tight-knit team at SocialLadder.

RESPONSIBILITIES:

- Pursue an individual project, with a topic and aim of your own discretion. Work with upper management to identify an opportunity or problem at SocialLadder and then create a project to address a solution or strategy
- Assist in tracking and management of SocialLadder client success. Includes communications, quality control, and reporting
- Assist with in-app content production to drive SocialLadder user engagement
- Participate in research / lead generation projects
- Maintain quality of end-user and client experience
- Interact directly with clients to drive successful SocialLadder use cases
- Work with content team to create engaging social media & blog content
• Maintain online helpdesk and correspond with the development team to address problems and bugs within the app

**Sustrana LLC: Sustainability Management and Entrepreneurship Intern**

Office Address: 200 Devon Bl, Devon, Pennsylvania 19333
Office accessible via Septa Regional Rail (Devon Station)

**About SUSTRANA:**
Sustrana LLC is a sustainability management software and consulting company located just outside Philadelphia near the Devon SEPTA train station. We work with companies to help them integrate sustainability management practices into business systems, processes, and culture. We are a women-owned, certified B Corp startup working to make the world a better place by enabling businesses to do their part through sustainability management. We have a culture that speaks to the human spirit and thrives on personal growth. Over the past several years we have been privileged to work with scores of students in internships, providing meaningful work and regular feedback. Read what interns say about their experience at [https://www.sustrana.com/careers/testimonials](https://www.sustrana.com/careers/testimonials).

**Internship Description**
Sustrana is looking for interns for our 2018 Summer Internship Program. The program will be primarily focused on supporting the development of our online sustainability management and planning platform for businesses. Specific projects and responsibilities will be dictated by the skills and interests of the candidates accepted into the program. Projects will range from business development and marketing activities to sustainability-related research and writing and product development. We strive to balance project assignments to provide a diversified, engaging, and rewarding summer experience. Majors/minors that will be given priority will be those in sustainability (including environmental studies) and business/entrepreneurship.

Interns will receive valuable education on entrepreneurship and business sustainability planning and management concepts. There will be ample opportunity to collaborate and share information, tactics, etc. with other interns and members of the Sustrana team throughout the internship. At the end of the internship you will have gained:

- practical hands-on experience in various aspects of developing a new software product in a startup environment
- an understanding of sustainability management concepts and implementation practices for the business community

**Other reasons why should you work with us?**

- As a Certified B Corporation we’re dedicated to meeting the highest standards of social and environmental performance, transparency and accountability
- We’re a Certified Women’s Business Enterprise and we pride ourselves on creating a diverse, inclusive, and comfortable work environment for everyone
- You’ll be working with business, sustainability, and software experts who’ll help you grow your understanding of each area
- Our office is conveniently located outside of Philadelphia in Devon, PA just a few minutes walk from the Devon regional rail station.
Applicants will be expected to be able to work independently based on direction and weekly feedback sessions. Strong communication and Microsoft Office skills, and attention to detail, are required. Priority will be given to rising juniors and above.

Curiosity, imagination, and a respectful sense of humor and fun are required. We are a values-driven workplace and will look for interns who are able to work harmoniously in our company culture. Check out our Core Values blog series.

**WealthHub Solutions, Inc: Marketing / Financial Analyst Intern**

Office Address: One Fayette St. Conshohocken, PA

**NOTE: OUR OFFICE IS IN CONSHOHOCKEN. THERE IS NO CONVENIENT PUBLIC TRANSPORTATION BETWEEN SWARTHMORE AND CONSHOHOCKEN. IF YOU ARE PLANNING ON LIVING AT SWARTHMORE, YOU WILL NEED TO HAVE YOUR OWN TRANSPORTATION. (PAST INTERNS HAVE ARRANGED HOUSING AT PENN)**

**ABOUT WEALTHHUB:**

WealthHub Solutions is an early-stage enterprise software company. Its TrustHub application automates the daily activities of a trust offers or family office and, in the process, delivers visibility across the organization and control to management. Built on top of Salesforce, TrustHub integrates CRM and workflows that are tailored to trust and family office management with trust or portfolio accounting systems, document management, data aggregation, client portal and reporting, bill payment, and more.

Founded in 2014, WealthHub has clients across the country, including trust companies, family offices, private fiduciaries, law firms, and special needs trust services companies.

**Executive Profile: Jim Marks, President and CEO**

Jim has 30 years of experience working in the FinTech space as an entrepreneur, equity analyst, investment banker, and investor. Jim helped to start and managed SNL Financial; started the first Fin Tech practice on Wall Street with Credit Suisse in 1996; co-founded the Fin and Legal Tech boutique investment bank Marks Baughan & Co; and has served as CEO of an institutional trading software company, a leading online wine company, and an enterprise software company for fiduciary management.

More info at [www.linkedin.com/in/jamesmmarks/](http://www.linkedin.com/in/jamesmmarks/)

**Internship Description**

Will work directly with president and small staff in marketing, financial reporting and analysis, and in administration of Salesforce. Daily activities include working on marketing initiatives (including drip email campaigns, Google Adwords, product video clips, our website, and sales followup). Financial related activities include preparing sales funnel reports, updating regular financial reporting schedules. Our product is built on top of Salesforce and you will be involved in Salesforce administrator activities, including building reports, setting up pages, and creating workflows and templates for clients. This is a high-learning opportunity working with a successful serial entrepreneur that will involve becoming part of a team in doing everything that we would expect a newly hired employee to do—no make work and no isolation on a single project. Learning opportunities include introduction to direct marketing concepts and actual practices, Salesforce administration and setup (most popular CRM package, highly desired skill set), and financial reporting and analysis.
WealthHub Solutions, Inc: Systems Analyst Internship

Office Address: One Fayette St. Conshohocken, PA

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More info at www.wealthhubsolutions.com

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More info at www.linkedin.com/in/jamesmmarks/

Internship Description
Responsibilities depend on existing skill set and experience. We have projects underway that you would either contribute to or take over directly (depending on experience) in ETL and database programming, BI tools and visualization tools, automated reporting and client web portals, integrations with accounting packages, and setup and management of offshore programming resources. Valuable skills to us include experience in any scripting languages, experience with database and ETL loads and transforms, advanced Salesforce programming (APEX triggers, Visualforce programming, and HTML/web execution. Requires base level of experience/skill set; but we will help you build on these skills while exposing you directly to how technology translates into monetizable products in a dynamic growing small-scale organization where everyone’s contribution counts.