# Echoing Green Fellow Organizations

## Domestic US Internships

<table>
<thead>
<tr>
<th>Organization</th>
<th>Position</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>10Power</td>
<td>International Development Intern</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>Marketing Intern</td>
<td>7</td>
</tr>
<tr>
<td></td>
<td>Finance Intern</td>
<td>8</td>
</tr>
<tr>
<td></td>
<td>Solar Operations &amp; Engineering Assistant</td>
<td>9</td>
</tr>
<tr>
<td>Allento</td>
<td>Creative Artist Intern</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>Organization Development Intern</td>
<td>11</td>
</tr>
<tr>
<td></td>
<td>Community Organizer Intern</td>
<td>12</td>
</tr>
<tr>
<td>Armed Services Arts Partnership (ASAP)</td>
<td>Program Development Intern</td>
<td>13</td>
</tr>
<tr>
<td></td>
<td>Executive Apprentice</td>
<td>15</td>
</tr>
<tr>
<td>Be More America</td>
<td>Communications &amp; Marketing Intern</td>
<td>17</td>
</tr>
<tr>
<td>BoxPower Inc</td>
<td>Research/Engineering/Marketing Intern</td>
<td>19</td>
</tr>
<tr>
<td>Chirps Chips</td>
<td>Business Development Intern</td>
<td>20</td>
</tr>
<tr>
<td>Cloud to Street</td>
<td>Market Analyst, GIS Analyst, Program Assistant</td>
<td>21</td>
</tr>
<tr>
<td>Community Activism Law Alliance</td>
<td>Operations Intern</td>
<td>23</td>
</tr>
<tr>
<td>digitalundivided</td>
<td>Marketing Intern</td>
<td>24</td>
</tr>
<tr>
<td>Disaster Accountability Project</td>
<td>SmartResponse Fellow</td>
<td>25</td>
</tr>
<tr>
<td>Discriminology</td>
<td>Research Analyst</td>
<td>27</td>
</tr>
<tr>
<td>Esq. Apprentice</td>
<td>Intern</td>
<td>29</td>
</tr>
<tr>
<td>Greater Dayton Union Co-op Initiative</td>
<td>Development Intern</td>
<td>30</td>
</tr>
<tr>
<td>Love Grain</td>
<td>Summer Associate</td>
<td>31</td>
</tr>
</tbody>
</table>
OpenAQ ................................................................................................................................................................................. 33
  Community Engagement Intern ............................................................................................................................................. 33
Practice Makes Perfect .................................................................................................................................................................. 34
  Summer Internship ............................................................................................................................................................... 34
Recompose .................................................................................................................................................................................. 35
  Social Entrepreneurship Intern ............................................................................................................................................. 35
Reentry Campus Program ............................................................................................................................................................ 36
  Communications / Branding Specialist ................................................................................................................................. 36
Solstice ........................................................................................................................................................................................ 37
  Executive Intern ................................................................................................................................................................. 37
  Business Development Fellow ............................................................................................................................................ 38
  Software Development Fellow ............................................................................................................................................ 39
  Growth Marketing Fellow .................................................................................................................................................... 40
  Sales/Outreach Fellow .......................................................................................................................................................... 42
  Content Marketing Fellow .................................................................................................................................................... 44
  Financial Inclusion Fellow .................................................................................................................................................... 46
Soul Sou Investment Solutions LLC ........................................................................................................................................... 48
  Business Development Intern .............................................................................................................................................. 48
  Marketing and Social Media Intern ..................................................................................................................................... 49
SurvJustice .................................................................................................................................................................................. 50
  Impact Data Specialist .......................................................................................................................................................... 50
The Hood Incubator .................................................................................................................................................................... 51
  Operations Fellow .............................................................................................................................................................. 51
TrueSchool Studio .......................................................................................................................................................................... 53
  Research and Strategy Intern ............................................................................................................................................... 53

International Internships

Amal Academy ........................................................................................................................................................................ 54
  Summer Intern ................................................................................................................................................................. 54
  Marketing Intern .............................................................................................................................................................. 56
Centro de los Derechos del Migrante, Inc. .................................................................................................................................. 57
  CDM hosts Legal Interns, Policy Interns, Outreach Interns, Communications Interns and Development Interns ............ 57
Chakr Innovation Private Limited .................................................................................................................................................. 58
  Marketing Intern .............................................................................................................................................................. 58
Elevated Honey Co. ....................................................................................................................................................................... 59
  Marketing Intern .............................................................................................................................................................. 59
  Social Metrics/ Data manager ............................................................................................................................................... 60
Grassroots and Rural Innovative Development (G.R.I.D.) Pvt. Ltd ....................................................................................... 61
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>MyH2O</td>
<td>91</td>
</tr>
<tr>
<td>Porous City Network</td>
<td>101</td>
</tr>
<tr>
<td>Oorja Development Solutions India Private Limited</td>
<td>95</td>
</tr>
<tr>
<td>Plentify</td>
<td>99</td>
</tr>
<tr>
<td>Kidogo</td>
<td>84</td>
</tr>
<tr>
<td>Low Carbon City</td>
<td>88</td>
</tr>
<tr>
<td>Hand Over</td>
<td>80</td>
</tr>
<tr>
<td>Helpusgreen</td>
<td>81</td>
</tr>
<tr>
<td>Local Interventions Group</td>
<td>86</td>
</tr>
<tr>
<td>Finance Intern</td>
<td>85</td>
</tr>
<tr>
<td>Low Carbon City</td>
<td>88</td>
</tr>
<tr>
<td>Forum Intern</td>
<td>88</td>
</tr>
<tr>
<td>Ambassador Cities Intern</td>
<td>89</td>
</tr>
<tr>
<td>Communications Intern</td>
<td>90</td>
</tr>
<tr>
<td>MyH2O</td>
<td>91</td>
</tr>
<tr>
<td>Operations Intern</td>
<td>93</td>
</tr>
<tr>
<td>Strategy Intern</td>
<td>94</td>
</tr>
<tr>
<td>Finance, Fundraising and Business Development Intern</td>
<td>95</td>
</tr>
<tr>
<td>Operations, Sales and Communications Intern</td>
<td>97</td>
</tr>
<tr>
<td>Data Scientist</td>
<td>99</td>
</tr>
<tr>
<td>Strategy Associate</td>
<td>100</td>
</tr>
</tbody>
</table>
urban landscape architect, urban designer, urban architect, grant writer, social enterprise business and international development

Content Writer, Grant Writing

Smart Joules Pvt. Ltd.

Summer Intern

Sou Sou Investment Solutions

Tanzania Business Development Intern

Tanzania Marketing and Social Media Intern

South Africa Software Development Intern

South Africa UI Design Intern

South Africa Project Management Intern

South Africa Business Analyst Intern

SoScience

Strategic Communications Intern

Suyo

Management Consultant/Strategist
ABOUT 10Power

10Power is a social business providing renewable energy finance in global communities that lack access to electricity. The company is based in San Francisco and is currently rolling out solar projects in Haiti, with plans to expand into SE Asia and Africa. In addition to clean energy we focus on community engagement, women’s empowerment, clean water, education and training.

ABOUT THE POSITION

International Development Intern

Remote

This position is for graduate students

ESSENTIAL DUTIES AND RESPONSIBILITIES

As an International development intern, the main tasks include but are not limited to:

• Looking for grant opportunities internationally dealing in innovation and renewable energy and setting up alerts
• Setting up a template for responses to applications and overlooking the whole application process
• Researching potential expansion opportunities in West Africa for 10Power
• Creating presentations of findings and future trends on solar power globally

The internship is remote, so flexible hours, with possibility of travel (this would be up to you and your program). You’ll be working directly with CEO / Founder, Sandra Kwak on grants and finance outreach. This is an exciting internship where you will be given a lot of responsibility, learn marketable skills, and make great contacts.

QUALIFICATIONS

• Experience writing grants
• Degree in International Relations / Political Science / Development or related field
• Experience with philanthropic organizations of multi-lateral finance institutions is a plus

PERSON OF CONTACT

Sandra Kwak, CEO / Founder
sandra@10pwr.com

Please provide cover letter, resume and writing samples.
10Power

Poverty Alleviation & Economic Development, Environment, Renewable Energy Access

www.10pwr.com

ABOUT 10Power

10Power is a social business providing renewable energy finance in global communities that lack access to electricity. The company is based in San Francisco and is currently rolling out commercial-scale solar projects in Haiti, with plans to expand into SE Asia and Africa. In addition to clean energy we focus on community engagement, women’s empowerment, clean water, education and training.

ABOUT THE POSITION

Marketing Intern

San Francisco, CA

This position is for graduate students

You’ll be working directly with CEO / Founder, Sandra Kwak on Marketing activities, Wordpress maintenance, PR and social media outreach. This is an exciting internship where you will be given a lot of responsibility, gain professional skills, and make great contacts. Please send along your CV or feel free to contact me with any questions.

ESSENTIAL DUTIES AND RESPONSIBILITIES

• social media management
• campaign design
• setting up analytics system
• website maintenance and design
• content creation
• brand presence
• events analysis

QUALIFICATIONS

• experience in marketing
• excellent writing and communication skills
• familiarity with marketing computer software and online applications (e.g. CRM tools, Online analytics and Google Adwords)
• understanding of different marketing techniques
• fluency in French / Kreyol is big plus

PERSON OF CONTACT

Sandra Kwak, CEO / Founder

sandra@10pwr.com

Please send cover letter, resume and writing samples / samples of work.
ABOUT 10Power

10Power is a social business providing renewable energy finance in global communities that lack access to electricity. The company is based in San Francisco and is currently rolling out commercial-scale solar projects in Haiti, with plans to expand into SE Asia and Africa. In addition to clean energy we focus on community engagement, women’s empowerment, clean water, education and training.

ABOUT THE POSITION

Finance Intern
San Francisco, CA

This position is for graduate students

You’ll be working directly with a seasoned finance team on crucial models and risk analysis. This is an exciting internship where you will be given a lot of responsibility, learn marketable skills, and make great contacts.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Financial modeling
- Risk analysis
- Research

QUALIFICATIONS

- Degree in Business, Finance, Economics or Accounting
- Proficient in Microsoft Office applications
- Attention to detail
- Passion to make the world a better place

PERSON OF CONTACT

Sandra Kwak, CEO / Founder
sandra@10pwr.com

Please send cover letter, resume and samples of work.
ABOUT 10Power

10Power is a social business providing renewable energy finance in global communities that lack access to electricity. The company is based in San Francisco and is currently rolling out commercial-scale solar projects in Haiti, with plans to expand into SE Asia and Africa. In addition to clean energy we focus on community engagement, women’s empowerment, clean water, education and training.

ABOUT THE POSITION

Solar Operations & Engineering Assistant

San Francisco, USA

This position is for graduate students

You’ll be working directly with 10Power’s team of solar and engineering experts in the US and Haiti. This is an exciting internship where you will be given a lot of responsibility, learn marketable skills, and make great contacts.

ESSENTIAL DUTIES AND RESPONSIBILITIES

As an Operations and engineering assistant, the main tasks include but are not limited to:

- Understanding and learning to use our CRM tools
- Inputting of data and qualitative analysis
- Conducting analysis of sites
- Modeling solar installations, savings projections, LCOE

QUALIFICATIONS

- Engineering degree
- Experience in energy industry
- Financial modeling experience
- Proficiency with Microsoft Office tools
- Attention to detail
- Passion for renewables

PERSON OF CONTACT

Sandra Kwak, CEO / Founder

sandra@10pwr.com

Please send cover letter, resume and samples of work.
Aliento

Arts & Culture, Civil & Human Rights, Education, Health & Healthcare

www.alientoaz.org

ABOUT Aliento

Aliento is a community organization that is undocumented and youth-led. Aliento is composed of directly impacted people and allies who are invested in the well being, emotional healing, and leadership development of those impacted by the inequalities of lacking an immigration status.

ABOUT THE POSITION

Creative Artist Intern
Mesa, United States

This position is for both undergraduate and graduate students

The creative Artist Intern works directly with the Arts and Healing Program Coordinator to execute arts & healing workshops for the undocumented community as well as open mics for the larger community. This is for someone with a creative mind that is willing to share their talents with the undocumented community!

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Assist the program coordinator to track the development of short and long term plans for programs, monitor progress, assure adherence, and assists with the evaluation of the progress of program participants.
• Assist the program coordinator to design performance objectives, implement, and monitor programming to meet desired outcomes.
• Helps execute outreach plan according to program needs and capacity.
• Assist to maintain a database(s) which include(s) participant and prospect information and mailing list.
• Assist program coordinator with the communication between core volunteers and participants.
• Assist program coordinator to organize trainings to address volunteer needs and identify relevant external training opportunities.
• Assist with the development of public relations and communications strategies to support program goals and increase community awareness.
• Meet deliverables set by Program Coordinator.

QUALIFICATIONS

• Fluent in English. A plus if applicant speaks Spanish.
• Excellent written and oral communications skills.
• Exceptional attention to detail, along with strong project management abilities.
• Commitment and passion to arts, immigration, behavioral health, and other areas that advance the rights of undocumented youth and mixed status families.
• Experience in the arts desired.
• Experience & training on trauma desired, but not required.
• Knowledge of PowerPoint and Excel.
• Ability to work independently and exercise judgment in work prioritization and meeting project goals.

PERSON OF CONTACT

Reyna Montoya, Founder, ED
reyna@alientoaz.org

Please fill out this form: bit.ly/alientointerns
ABOUT Aliento

Aliento is a community organization that is undocumented and youth-led. Aliento is composed of directly impacted people and allies who are invested in the well being, emotional healing, and leadership development of those impacted by the inequalities of lacking an immigration status.

ABOUT THE POSITION

Organization Development Intern

Mesa, United States

This position is for both undergraduate and graduate students

Collaborates with Executive Director (ED) to identify fundable projects fitting organizational strategies, conducts research, and writes proposals to secure privately and publicly funded grants for organization. Also plans and executes grassroots fundraising projects. Intern might be ask to assist in building capacity of the organization by providing assistance with online visibility.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Identify & search funding sources.
- Review funding sources guidelines.
- Draft grant proposals.
- Provide a copy of the complete proposal to executive director at least ten working days prior to submission.
- Plan and execute an online fundraising campaign (all materials must be approved by ED prior they are public).
- Plan and execute one grassroots fundraiser.
- Draft and execute small contribution donations & in-kind donations from small businesses.
- Assist other programs with online visibility.
- Assist the overall organization with online visibility.

QUALIFICATIONS

- Fluent in English. A plus if applicant speaks Spanish.
- Excellent written and oral communications skills.
- Exceptional attention to detail, along with strong project management abilities.
- Commitment and passion to arts, immigration, behavioral health, and other areas that advance the rights of undocumented youth and mixed status families.
- Experience in fundraising & grant writing desired, but not required.
- Experience with pitch decks desired, but not required.
- Knowledge of PowerPoint and Excel.
- Ability to work independently and exercise judgment in work prioritization and meeting project goals.

PERSON OF CONTACT

Reyna Montoya, Founder, ED
reyna@alientoaz.org

Please fill out this form: bit.ly/alientointerns
ABOUT Aliento

Aliento is a community organization that is undocumented and youth-led. Aliento is composed of directly impacted people and allies who are invested in the well being, emotional healing, and leadership development of those impacted by the inequalities of lacking an immigration status.

ABOUT THE POSITION

Community Organizer Intern

Mesa, United States

This position is for both undergraduate and graduate students

Collaborates with organizing team to execute campaigns & trainings for organization. Intern will engage with our organizing model, training model for allies & undocumented families. Intern’s purpose is to add capacity to our existing organizing work and engage in community organizing strategies to grow our base of participants. Intern might be ask to assist in building capacity of the organization by providing assistance with online visibility.

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Assist campaigns director and leadership development training.
• Work with volunteers to develop trainings.
• Assist with recruitment for community meetings and events.
• Assist the campaigns director & leadership development director to create innovative ways of receiving participant input & feedback.
• Assist with the execution of trainings, workshops, meetings, outreach events, etc.
• Assist with research on policies that impact the immigrant community.
• Assist other programs with online visibility.
• Assist the overall organization with online visibility.

QUALIFICATIONS

• Fluent in English. A plus if applicant speaks Spanish.
• Excellent written and oral communications skills.
• Exceptional attention to detail, along with strong project management abilities.
• Commitment and passion to arts, immigration, behavioral health, and other areas that advance the rights of undocumented youth and mixed status families.
• Experience in community organizing desired, but not required.
• Experience with training and workshop development desired, but not required.
• Knowledge of PowerPoint and Excel.
• Ability to work independently and exercise judgment in work prioritization and meeting project goals.

PERSON OF CONTACT

Reyna Montoya, Founder, ED
reyna@alientoaz.org

Please fill out this form: bit.ly/alientointerns
Armed Services Arts Partnership (ASAP)

Arts & Culture, Education, Health & Healthcare, Public Service & Civic Engagement
asapasap.org

ABOUT Armed Services Arts Partnership (ASAP)

The Armed Services Arts Partnership (ASAP) is a DC and Hampton Roads-based nonprofit with a mission to reintegrate veterans, service members, and military families into their communities through access to the arts. We promote expression, skill-development, and camaraderie through classes, workshops, and performances across a variety of artistic disciplines. Our focus on consistent programs and partnerships ensures that members of our community have continuous opportunities for artistic and personal growth. Our approach provides participants with transferable life skills, a renewed sense of purpose, and improved well-being. At the same time, we strengthen ties between veterans and their communities through the arts. ASAP has been featured on CNN, ABC, BBC, and the Washington Post; has been the subject of a documentary from PBS; and has even delivered a performance at The White House. The organization has been recognized by Americans for the Arts as a national leader in engaging veterans through the arts, HillVets as one of the 100 most influential organizations in the veterans space, and on the Forbes 30 Under 30 list.

ABOUT THE POSITION

Program Development Intern
Alexandria, VA, United States

This position is for both undergraduate and graduate students

The Program Development Intern will support ASAP’s Program Manager and Program Coordinators in the planning and execution of ASAP’s classes, workshops, and performances across its service areas (DC and Hampton Roads). ASAP is looking for a creative, entrepreneurial individual who is passionate about the arts, supporting veterans’ transition back home, and building a start-up from the ground-level. For Summer 2018, this will be a full-time internship role (40 hours/week) based in Alexandria, VA. Qualified applicants must be able to work evenings and weekends in support of the organization’s programs and performances.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Support the planning and execution of programs in a fast-paced start-up environment in order to facilitate ASAP’s programmatic excellence and growth
- Help manage relationships and directly interface with instructors, volunteers, students, classroom and performance venues, and other partners to effectively execute ASAP’s programs and performances
- Support the development, budgeting, implementation, evaluation, and revision of ASAP’s arts curricula
- Assist with the creation and execution of processes for expanding the program, including instructor assessment and training, admissions, program/performance standard operating procedures, program communications, and volunteer recruitment and management
- Support partnership development with local arts instructors, arts organizations, colleges, veterans organizations, and businesses throughout DC and Hampton Roads
- Perform all other program-related tasks as needed
QUALIFICATIONS

This person will be critical in supporting the execution and growth of ASAP’s programs. They will be responsible for helping to implement ASAP’s programmatic vision and ensure that the day-to-day operations run smoothly. As such, they must have the ability to work independently and autonomously, demonstrate flexibility in the face of changing demands, diligently drive execution, and be present for the organization’s evening and weekend programs/performances. Other qualifications include:

- Interest in project management and execution, curriculum and training development, event planning, and external communications; interest in arts, veterans affairs, or mental health preferred; experience working in an office a plus
- Ability to operate, prioritize, and thrive in a demanding, high-growth, start-up environment; proven ability to solve complex problems with limited data and directions; intellectually curious and driven to develop skills in areas in which they may be deficient; high tolerance for stress, ambiguity, and change
- Superior attention to detail; excellent written and verbal communications skills; open to receiving and willing to deliver constructive feedback; comfortable interacting with a variety of stakeholders
- Entrepreneurial; capable of managing time effectively and efficiently in a remote work environment;
- Thrives in highly autonomous situations in which they have the opportunity to drive their own work
- Mandatory proficiency in: Microsoft Office Suite; Google Drive, Calendar, Documents, Sheets, and Forms; Slack and task management software; and Facebook, Twitter, Instagram, and LinkedIn

PERSON OF CONTACT

Sam Pressler, Executive Director
sam@asapasap.org

Please submit your résumé, a writing sample of no more than three pages, and a 250 word statement of interest explaining why you would be a fit for this opportunity. Résumé’s, writing samples, and statements of interest should be sent directly to recruiting@asapasap.org.
Armed Services Arts Partnership (ASAP)

Arts & Culture, Education, Health & Healthcare, Public Service & Civic Engagement
asapasap.org

ABOUT Armed Services Arts Partnership (ASAP)

The Armed Services Arts Partnership (ASAP) is a DC- and Hampton Roads-based nonprofit with a mission to reintegrate veterans, service members, and military families into their communities through the arts. We promote expression, skill-development, and camaraderie through classes, workshops, and performances across a variety of artistic disciplines. Our focus on consistent programs and partnerships ensures that members of our community have continuous opportunities for artistic and personal growth. Our approach provides participants with transferable life skills, a renewed sense of purpose, and improved well-being. At the same time, we strengthen ties between veterans and their communities through the arts. ASAP has been featured on CNN, ABC, BBC, and the Washington Post; has been the subject of a documentary from PBS; and has even delivered a performance at The White House. The organization has been recognized by Americans for the Arts as a national leader in engaging veterans through the arts, HillVets as one of the 100 most influential organizations in the veterans space, and on the Forbes 30 Under 30 list.

ABOUT THE POSITION

Executive Apprentice
Alexandria, VA, USA

This position is for both undergraduate and graduate students

The Executive Apprentice will play a primary role in supporting the Executive Director’s efforts, including fundraising, strategy, programming, partnerships, and board development. ASAP is looking for a creative, entrepreneurial individual who is passionate about the arts, supporting veterans’ transition back home, and building a start-up from the ground-level. For Summer 2018, this will be a full-time internship role (40 hours/week) based in Alexandria, VA. Qualified applicants must be able to work evenings and weekends in support of the organization’s programs and performances.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Support the organization with all relevant fundraising activities, including but not limited to research, grant writing, event planning and execution, marketing, prospect outreach, and donor stewardship
- Assist Executive Director, Program Manager, and ASAP’s program evaluation partners with research, data analysis, and the development of improved evaluation methodologies
- Support ASAP’s Executive Director and program team in the development of documentation, templates, and standard operating procedures to strengthen the organization’s programs
- Help the Executive Director build and manage relationships with comedians, artists, and other entertainment stakeholders
- Support the Executive Director in their day-to-day responsibilities, including but not limited to the management of calendars, e-mails, meetings, documents and files, payments and invoices, and travel
- Assist the Executive Director with all other day-to-day activities and long-term initiatives on an as needed basis
QUALIFICATIONS

• Interest in all elements of non-profit fundraising, project management and execution, event planning, and external communications a must; interest in arts, veterans affairs, or mental health preferred; experience working in an office a plus

• Ability to operate, prioritize, and thrive in a demanding, high-growth, start-up environment; proven ability to solve complex problems with limited data and directions; intellectually curious and driven to develop skills in areas in which they may be deficient; high tolerance for stress, ambiguity, and change

• Superior attention to detail; excellent written and verbal communications skills; open to receiving and willing to deliver constructive feedback; comfortable interacting with a variety of stakeholders

• Entrepreneurial; capable of managing time effectively and efficiently in a remote work environment; thrives in highly autonomous situations in which they have the opportunity to drive their own work

• Mandatory proficiency in: Microsoft Office Suite; Google Drive, Calendar, Documents, Sheets, and Forms; Slack and task management software; and Facebook, Twitter, Instagram, and LinkedIn

PERSON OF CONTACT

Sam Pressler, Executive Director
sam@asapasap.org

Please submit your résumé, a writing sample of no more than three pages, and a 250 word statement of interest explaining why you would be a fit for this opportunity. Résumé’s, writing samples, and statements of interest should be sent directly to recruiting@asapasap.org.
Be More America

Health & Healthcare, Leadership Development, Inclusion & Diversity

www.bemoreamerica.org

ABOUT Be More America

BE MORE has a bold mission: to help organizations unleash human capital by eradicating bias by 2040. BE MORE creates measurable shifts in bias, particularly unconscious racial and gender bias, among professionals in three priority industries—healthcare, law and justice, and business—through learning and skills-building that is shame-free, fun, and solution-oriented. Our groundbreaking methodology—which combines leading neuroscience and social science with proven mindfulness tools—has been featured on the Huffington Post, NPR, Dan Harris’s 10% Happier Podcast, and is a subject of a TED Talk (bit.ly/anutedtalk). Our three product-lines include keynote addresses, in-person trainings, and online trainings. To date, BE MORE has reached more than 100,000 individuals through our programs. We now want to scale our impact through online learning to shift perceptions, policies, and culture across our priority industries.

ABOUT THE POSITION

Communications & Marketing Intern

Brooklyn, United States

This position is for both undergraduate and graduate students

BE MORE seeks a summer intern who will play a critical role in supporting and furthering our mission and strategy to break bias. The intern will be assigned one of two projects based on their interests and skillsets: Brand and Marketing Strategy and Online Product Development Strategy. In addition, the intern will have numerous opportunities to participate in events and programs in our networks, including TED, Echoing Green, and Academy of Achievement; get an in-depth understanding of companies working in the fields of mindfulness meditation, diversity and inclusion, and corporate wellness; meet various business leaders, innovators, and executives who are troubleshooting challenges posed by bias in their companies; and attend our trainings and become intimately familiar with The BE MORE Method™.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Brand & Marketing Strategy: We are working on tailoring our workshops and services to six (6) verticals. The intern will help us crystallize our brand identity for up to three industry areas, requiring a deep-dive into the decision-makers and how our services may best impact each sector. The intern will also develop an individual market strategy using BE MORE’s vast network of partners to reach audiences in each segment and execute against one of these target areas to gain real hands on experience. This project will require some primary and secondary research tactics, along with appropriate documentation and recommendations to the senior team and our advisors in terms of marketing strategies, promotion, outreach and partnership recommendations.

Online Product Development Strategy: The growth engine for BE MORE is our online platform for hacking bias that has been developed and will be tested for execution. This intern will be responsible for refining the various elements of the platform, particularly with an eye for user engagement and learning, as well as positioning of the platform in the online learning space. This will require research on various providers, a competitive landscape analysis to evaluate the range of available tools, and a full assessment of our online services to develop an initial set of business requirements that may be used in an RFI/RFP/RFQ process.

QUALIFICATIONS
The ideal candidate should have a positive outlook, an orientation towards solutions, independent with a strong willingness to learn, and be committed to values of equality, justice, and breaking bias in our world. We look for candidates with a demonstrated commitment and passion for the BE MORE mission and the following expertise and skills:

- Consulting, Finance and/or Marketing/Market Research experience, preferred
- Some experience working in an entrepreneurial environment, preferred • Demonstrated ability to work independently, with minimal supervision, required
- Strong project manager, working with short lead times and delivering quality reports
- Proficiency with PPT and Excel required; CRM tools (e.g. Salesforce, MailChimp), a plus
- Data Scientists or a fan of research and data visualization, a plus

The intern will work for a minimum of eight (8) weeks, and a maximum of twelve (12) weeks from May through August. Intern should be prepared to work from the BE MORE office in New York City. BE MORE will provide a small stipend. The intern should secure funding from their institution. Academic credit can also be arranged.

**PERSON OF CONTACT**

Salman Somjee, Director of Operations

jobs@bemoreamerica.org
BoxPower Inc

Poverty Alleviation & Economic Development, Environment, Renewable Energy

www.boxpower.io

ABOUT BoxPower Inc

BoxPower provides containerized microgrids-as-a-service for disaster relief and rural electrification. We manufacture, deploy, and monitor community-scale solar-diesel microgrids prefabricated in 20ft ISO shipping containers. Each plug-and-play unit incorporates a solar array, battery bank, backup generator, smart energy meter, optional internet connectivity, and a cloud-connected remote monitoring and control interface. A single unit can power up to 5 US homes, and units can link together to form a microgrid of any size. Our weekly, monthly, and annual pricing models allow any off-grid consumer to access a clean, reliable source of power for less than the cost of operating a diesel generator.

ABOUT THE POSITION

Research/Engineering/Marketing Intern

Grass Valley, CA

This position is for both undergraduate and graduate students

1. Research intern will help develop segmented market analysis for a variety of unique markets ranging from domestic generator rentals to international disaster relief.
2. Engineering intern will work on a variety of our R&D areas including energy system optimization, communications protocol development, and remote monitoring interface platform.
3. Marketing intern will assist with customer outreach, acquisition, and sales.

ESSENTIAL DUTIES AND RESPONSIBILITIES


QUALIFICATIONS

• Must be able and willing to wear multiple hats. At a start-up, you never know what’s going to come across your desk on any given day, and the key to success is flexibility, self-motivation, and a dedication to details.

PERSON OF CONTACT

Angelo Campus, CEO

angelo@boxpower.io

Please send a resume and cover letter explaining your interest in renewable energy or rural electrification.
ABOUT CHIRPS CHIPS

At Chirps, we get people excited about eating insects as a more sustainable protein source. We make cricket chips called Chirps that are sold at 800+ stores around the country, and we need your help to bring eating insects mainstream.

ABOUT THE POSITION

Business Development Intern

San Francisco, CA, United States

This position is for both undergraduate and graduate students

We are seeking 2 business development interns to join our team this summer. Each intern will have a specific project that he/she will be spearheading, and the projects will be crafted with the person’s interests and passions in mind. Internship Time & Place: 10-20 hours/week; San Francisco, CA. There might be opportunities for interns to travel with us to different fairs and festivals around the country. Payment: Unpaid; huge opportunity to make an impact and learn how to build a brand

ESSENTIAL DUTIES AND RESPONSIBILITIES

Possible Projects:

- Building out marketing campaigns through online and on-the-ground channels
  - Manage ad campaigns on social media, Google, Bing, Yahoo, and AOL adwords
  - Create engaging content for blog and social media
  - Work with partners (i.e. other food companies) to do joint events
- Connecting and acquiring different distribution channels for Chirps
  - Reaching out to retailers, restaurants, etc.
  - Crafting and conducting sales pitches
- Researching innovations around sustainability, urban farming, entomophagy, food system in America, etc.
  - This content will live on our blog and has the potential to be picked up by major media outlets

QUALIFICATIONS

- Must be a self-starter and a team-player
- Interest in entrepreneurship, sustainability, nutrition, food, and/or marketing
- Analytical skills and the ability to think through ambiguous and unstructured challenges
- Experience in conducting secondary and/or primary research (preferred)
- Excellent written and oral communication skills
- Solid skills in MS Office Suite (MS Word, Powerpoint, and Excel)

PERSON OF CONTACT

Rose Wang, Co-founder, CEO
rose@chirpschips.com

Please send us a resume and cover letter about why you want to help get people eating bugs.
ABOUT Cloud to Street

Cloud to Street is a remote sensing platform for disaster risk reduction that maps floods around the world and generates risk profiles for any area in a web dashboard at a fraction of the cost, time and hassle of traditional flood modeling. Our mission is to ensure that all vulnerable communities have the information they need to prepare for and respond to disasters by reducing the scientific barriers to that information. Within 10 years, we will power climate insurance for 50 million people and provide risk data to the 100 most vulnerable watersheds.

ABOUT THE POSITION

Market Analyst, GIS Analyst, Program Assistant

New York, USA

This position is for both undergraduate and graduate students

http://www.cloudtostreet.info/hiring.html

1. We are looking for a student or professional to develop guidelines for Cloud to Street’s engagement in fragile states. This includes researching and testing positive impact metrics, and monitoring unintended consequences from Cloud to Street projects.
2. We are looking for an entrepreneurial student or professional to research and develop business strategies for Cloud to Street for the growing climate and microinsurance markets. The primary focus is developing a market for the economically active poor in India and North Africa.
3. We are looking for someone help with remote sensing and GIS analysis.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Research and propose guidelines for Cloud to Street’s engagement with its government, financial and community partners in developing countries. Provide findings presentation and white paper to the CEO
- Research and propose a set of metrics for company’s impact on resilience and livelihoods, as well as a practical evaluation process that can be implemented in its current projects
- Help integrate insights into fundraising proposals and project design
- Research market trends in catastrophe insurance for vulnerable, developing countries: create literature review, summary reports, presentations and recommendations
- Develop performance and impact metrics for Cloud to Street’s existing and future insurance projects
- Explore market trends in floodplain mapping in the US and emerging markets

QUALIFICATIONS

- Demonstrated excellence in written and verbal communication
- Some experience with market research and analytics
- A commitment to justice, diversity, innovative science, and solidarity with vulnerable communities
- Ability to work on remote team with an scrappy startup mentality
- A commitment to justice, diversity, solidarity with vulnerability communities and scientific rigor
- Basic GIS and remote sensing (for GIS analyst position)
PERSON OF CONTACT

Bessie Schwarz, CEO
Bessie@cloudtostreet.info

Send resume/CV and short paragraph on interest in Cloud to Street and availability to hiring@cloudtostreet.info
Community Activism Law Alliance

Civil & Human Rights, Public Service & Civic Engagement, Legal Aid

www.calachicago.org

ABOUT Community Activism Law Alliance

CALA unites lawyers and activists in a collaborative pursuit for justice by leveraging legal services to benefit the most marginalized communities and individuals. CALA is changing legal aid by changing how lawyers and communities work together. Our lawyers work with activists to help their communities access justice and pursue social change.

ABOUT THE POSITION

Operations Intern

Chicago, United States

This position is for both undergraduate and graduate students

As an Operations Intern you will be collaborating with staff members and learning more about non-profit development with tasks such as: how to fundraise, how to plan social media/marketing campaigns, how to collect data for reporting purposes, and also how we incorporate community activism within CALA. Individuals will also receive experience working in a non-profit legal aid office in the ‘Loop’ while making an impact in the communities around the city.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Duties include but not limited to:

- Planning and executing fundraising events
- Creating marketing plans on how/when to advertise events
- Planning monthly social media marketing strategy and campaigns
- Creating graphic designs to be used for marketing purposes with Adobe Photoshop and Illustrator
- Collecting and reviewing the data we gather from our caseload database
- Attending and supporting local activist events that CALA hosts/supports

QUALIFICATIONS

Candidates must have excellent verbal, written, and interpersonal communication skills. Ideal candidates will have a strong work ethic with sensitivity to confidential information and the ability to work independently as well as a member of a team. They will also be able to prioritize tasks and meet all deadlines given to them. Proficiency with Google Drive (docs, sheets, slides) is preferred but not necessary. All college/university and graduate level students are welcome to apply, but preference will be given to individuals in majors related to non-profit administration, public policy, communications, statistics, public relationships, and graphic design. Spanish language abilities are also preferred, but not necessary.

PERSON OF CONTACT

Emily Velazquez, Administrative Assistant of Operations
emily@calachicago.org

If interested, please send a resume and cover letter to emily@calachicago.org with the subject line "Fellow Summer Internship Program".
ABOUT digitalundivided

digitalundivided/didtechnology (DID), a social enterprise founded in 2013, takes an innovative, transformative approach to economic empowerment by encouraging Black and Latina women to own their economic security through entrepreneurship. No other organization captures data on the progress of Black and Latina tech enabled founders from the top of the startup funnel (idea) through the subsequent phases. DID accomplishes this goal by boldly empowering Black and Latina women to think BIG through the BIG Innovation Center, a 4,000 square foot space located in downtown Atlanta in the historic Hurt building, and the BIG Incubator program for high-growth companies led by Black and Latina women.

ABOUT THE POSITION

Marketing Intern
Atlanta, USA

This position is for both undergraduate and graduate students

The Marketing Intern will work closely with our Director of Marketing and Director of Special Projects in executing key strategies that help promote the activities of digitalundivided—with a focus on our ProjectDiane Release.

ESSENTIAL DUTIES AND RESPONSIBILITIES

• outreach and follow up to press outlets
• manage social media accounts
• some graphic design and graphic production work
• other tasks as assigned by managers

QUALIFICATIONS

• strong written skills
• experience managing social media accounts
• high degree of maturity
• ability to be self directed as well as work in a team environment
• ability to work in a fast pace, rapidly changing environment

PERSON OF CONTACT

Darlene Gillard, Director of Special Projects
darlene@digitalundivided.com

Send resume and short (less than 300 words) description of your interest in the position to darlene@digitalundivided.com. Must receive college credit for work.
ABOUT Disaster Accountability Project

Started after Hurricane Katrina, the nonprofit Disaster Accountability Project saves lives and reduces suffering after disasters by maximizing the impact of preparedness, response and relief through citizen oversight and engagement, policy research and advocacy, and public education.

ABOUT THE POSITION

SmartResponse Fellow
Washington, DC, USA

This position is for both undergraduate and graduate students

Spend your summer improving disaster relief and humanitarian aid on a global scale! The new SmartResponse platform collects/shares information from organizations around the world and curates disaster how-to-help lists so donors have the information they need to directly support the organizations with the greatest capacity to help. SmartResponse Fellows will identify and engage civil society organizations involved in disaster relief and humanitarian aid operating around the world. Fellows will also assist with the identification of corporate and foundation donors that may use the SmartResponse platform.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Civil Society Organizations Outreach/Support:
- Identify civil society organizations around the world which could benefit from using SmartResponse
- Interface with disaster relief and humanitarian organizations to encourage usage and collaboration with Disaster Accountability Project
- Provide direct Skype/Phone support to organizations to help them share their data on the SmartResponse platform.

Corporate Social Responsibility (CSR) and Foundation Identification/Outreach:
- Identify potential funders in the corporate and foundation disaster donor space
- Plan and prepare outreach to potential funders

Special Projects:
- Manage a database of long term strategic business development opportunities country by country for local civil society organizations.
- Create press releases and like documents for media personnel to spread the word about SmartResponse innovation

QUALIFICATIONS

We are seeking Fellows interested in getting involved with a global start-up.
- Good research, organizing, outreach, and communications skills are desired.
• Experience with global organizations, civil society organizations, and/or extended travel or work outside the U.S. is helpful.
• Tech support and/or customer service experience is useful.
• All students are welcome to apply.

PERSON OF CONTACT

Ben Smilowitz, Executive Director
ben@disasteraccountability.org

Please submit a cover letter and resume to volunteer@disasteraccountability.org
Discriminology

Civil & Human Rights, , Education

https://www.discriminology.org

ABOUT Discriminology

Discriminology, a nonprofit technology-driven organization, that is developing a best-in-class public school (K-12) accountability platform that empowers historically marginalized and low-income communities by visualizing solutions that pinpoint the causes and symptoms of opportunity gaps within schools and districts.

ABOUT THE POSITION

Research Analyst

Remote

This position is for graduate students

Do you want to build your brand by working for a national non-profit that is focused on using data and technology to increase educational opportunities for historically marginalized communities? Are you interested in leveraging your analytical skills and strategic ideas to improve mission execution and add to the body of knowledge that is Discriminology? If so, Discriminology could be the place for you! The Research Analyst intern position will be part of a growing team at Discriminology. We are creating unique partnerships with districts, states, community-based organizations, and university-based researchers designed to leverage the overwhelming amount of newly available school-, teacher-, and student-level data to better understand and address long-standing opportunity gaps that currently still exist in our public education system. Discriminology is looking for a talented Research Analyst to contribute to research on important educational topics, such as teacher effectiveness and human capital policies (e.g. PD on implicit bias, cultural responsiveness and trauma-informed classrooms and diverse teacher workforce), student instruction time lost due to exclusionary discipline policy, intersectional opportunity analysis, redlining and public school funding, school resegregation mapping and analysis, and the relationship between student trauma and other non-cognitive capabilities on short- and long-term outcomes. The research agenda carried out by the intern will support the work of Discriminology in building the infrastructure needed to empower community, district and charter leaders in making data-driven decisions on increasing high-quality learning opportunities for at-risk and low-income students.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Assemble, clean, manage, and analyze large longitudinal data sets derived from multiple sources (e.g., Department of ED, Census Bureau, state and local Ed websites)
- Evaluate data quality. Identify data outliers and anomalies that require resolution prior to analysis.
- Identify methodological challenges and resolve or elevate them within the research team
- Transform and combine data files
- Program and execute analyses. Develop new analyses that address questions of core interest.
- Participate in presenting key research findings to internal and external audiences, such as partner agencies
- Draft reports and presentations for partner leadership, including school boards, superintendents, and local advocacy groups
- Build strong relationships with the staff and leadership of partner agencies and organizations. Provide problem-solving, technical, and research support to partner agency/organization staff.
Other Responsibilities:

- Perform literature searches, summaries, and reviews in support of Discriminology projects
- Data mining and/or FOIA request of local and state agencies
- Contribute to the development of new projects and proposals

Where you’ll work: The couch, a coffee shop, the local co-working space—either way, our team is 100% remote.

QUALIFICATIONS

- Bachelor’s degree, preferably in public or education policy, economics, statistics, computer science or a related field
- Proficient using statistical software packages such as SAS, STATA, SPSS, R and data query languages such as SQL
- Exceptional analytical and quantitative problem-solving skills
- Ability to effectively communicate complex ideas – both verbally and in writing – to nontechnical audiences
- Experience working with large datasets

PERSON OF CONTACT

DeMar Pitman, Founder
dpitman@discriminology.org

Submit your cover letter and resume to info@discriminology.com. In your cover letter please address these questions:

1. Why do you want to work with an Edtech advocacy platform like Discriminology
2. Why are you a good fit for this particular position
3. How has your previous work/education experience prepared you for this role specifically?
ABOUT Esq. Apprentice

The mission of Esq. Apprentice, a California-based non-profit, is to provide low-income youth of color with the tools needed to complete California’s legal apprenticeship program and become attorneys. To meet this goal, participants will complete a 4-year course of part-time study which emphasizes legal writing and research. Esq. Apprentice improves the employability and lives of youth of color and their communities by creating meaningful opportunities to obtain legal skills and employment.

ABOUT THE POSITION

Intern

Oakland, United States

This position is for both undergraduate and graduate students

Intern will research past and current apprenticeship practices to assist in the development of Esq. Apprentice’s policy arm. In addition, the apprentice will work with the Development Coordinator to increase Esq. Apprentice’s online presence.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Conduct research on legal apprenticeship in the United States. Assist the Development Coordinator with 1-2 campaigns over the summer.

QUALIFICATIONS

- Team player who can work remotely/independently
- Passion for social justice
- Strong Research and writing skills a plus
- Graphic Design Experience a plus

PERSON OF CONTACT

Rachel Johnson-Farias, Founding Executive Director

esq.apprentice@gmail.com

Please submit a resume, cover letter, and brief writing sample to esq.apprentice@gmail.com.
Greater Dayton Union Co-op Initiative

Poverty Alleviation & Economic Development
gduci.org

ABOUT Greater Dayton Union Co-op Initiative

GDUCI promotes economic stability by creating cooperative businesses that are accountable to workers and rooted in the community. Post-industrial cities like Dayton, Ohio, have faced divestment in working-class neighborhoods and neighborhoods of color, leading to economic disenfranchisement. GDUCI fosters ownership culture through training and leadership development, incubating worker-owned startups, and providing technical support to existing businesses converting into cooperatives. GDUCI builds financing and management models and business plans to launch cooperatives with the highest chance of success, while training workers in the skills they need to become true participants in cooperative management. By creating an interconnected network of worker-owned businesses, GDUCI forges an economy that supports working families and lessens inequality.

ABOUT THE POSITION

Development Intern
Dayton, Ohio, USA

This position is for both undergraduate and graduate students

The intern will work full-time to support the development of cooperative businesses in Dayton, OH. GDUCI staff are currently forming partnerships and completing initial research for potential businesses in the manufacturing, construction, and service industries. This summer, the intern will help to move forward the most promising ideas through research that contributes to a business plan.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Contribute to the development of a business plan through one or more of the following activities:

• Studying exemplary businesses in the relevant industry
• Conducting interviews with industry experts as well as potential customers and competitors
• Collecting and analyzing survey data
• Analyzing economic data
• Creating financial models
• Researching potential sources for debt and equity finance

QUALIFICATIONS

• Excellent written communication skills; Strong organizational and time-management skills; Commitment to social, racial and economic justice; Coursework in business and economic development

PERSON OF CONTACT

Rachel Meketon, Project Manager
rachel.meketon@gduci.org

Please submit a cover letter, resume, and relevant work sample to Rachel Meketon at Rachel.Meketon@GDUCI.org.
ABOUT Love Grain

Love Grain is a food company with a mission of connecting farmers to families through a line of nutritious and delicious gluten-free foods based on the ancient Ethiopian grain, teff. Much like quinoa, teff is naturally gluten-free, low glycemic and is high in protein, fiber, calcium, iron, and the essential amino acids. Love Grain’s line of low-calorie, high-protein Teff Chips were recently featured in The New York Times, The Guardian, and Forbes and will debut in California early next year. Love Grain is participating in Target Takeoff, a selective retail-focused accelerator. Founder Background: Aleem Ahmed was previously at the Ethiopian Agricultural Transformation Agency helping 2 million teff farmers double their yields. He is a 2015 Echoing Green Global Fellow, an MIT Legatum Fellow, and a graduate of MIT Sloan and Harvard Kennedy School. Aleem is committed to the growth of Ethiopia’s agricultural sector by building a transparent, equitable supply chain for teff farmers.

ABOUT THE POSITION

Summer Associate
San Francisco, USA

This position is for graduate students

As Love Grain grows its challenges become more complex making it vital for the company to have a passionate and talented team. The Love Grain team believes that a summer associate would add significant value to the company with his or her fresh input boosting the company’s growth and improving the lives of thousands of Ethiopian families. The applicant’s objective during the program is to: increase sales and improve operational efficiency.

ESSENTIAL DUTIES AND RESPONSIBILITIES

The applicant will gain experience working across a range of key functions including:

Operations:
- Apply problem solving skills to identify and implement opportunities for operational improvements in manufacturing, warehousing, distribution, and brokerage
- Identify and reduce idle times and costs on supply chain
- Conduct store visits to verify and correct product, price tag placement

Sales:
- Identify, negotiate, close 10-15 new natural food accounts
- Practice negotiation skills and learn to when to make trade-offs in revenue vs. gross margin

Marketing:
- Identify, pitch, and secure placement with 10 key Bay Area food influencers
- Determine a short and long term marketing strategy via social media and other media outlets
- Implement, analyze and improve marketing results based on analysis

Analytics:
- Obtain and analyze industry data to identify fastest moving snacks
• Develop store level P&L to identify drivers of best performing stores  
• Analyze brand’s products performance and identify key success factors  

QUALIFICATIONS  
• 2-5 years of work experience in a high-performance operational or strategic role.  

PERSON OF CONTACT  
Aleem Ahmed, Founder, CEO  
aleem@lovegrain.co  

Please send cover letter and CV to aleem@lovegrain.co
ABOUT OPENAQ

OpenAQ fights air inequality by opening up data and connecting a discipline-diverse global community. OpenAQ houses the only data platform in the world that makes real-time air quality data transparently and freely available in a universal form. Our platform has 150 million+ air pollution data points from 64 countries. We work with government environmental agencies and researchers around the world to open up and/or improve access to government-level and research-grade air quality data. OpenAQ uses this unique open data layer to convene local and diverse-discipline communities to: shape the platform to be of highest utility to those it serves, build resources on top of it, share tools and lessons-learned, and connect with one another. We do this virtually, as well as in-person through workshops that connect local sectors with our global community. Read more about what our community is up to at: https://openaq.org/#/community

ABOUT THE POSITION

Community Engagement Intern

Virtual, Virtual

This position is for both undergraduate and graduate students

We are seeking an intern to help better understand and engage our open-source, open data community that fights air pollution.

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Conducting interviews and writing blog post drafts of our community members.
• Coordinating and help organizing workshops or other in person or virtual engagement.
• Helping draft quarterly newsletters to our community.
• Help with other community engagement tasks via social media (Twitter, Slack) and codifying organizational ‘best practices’ on these platforms.
• The position can be shaped to an intern’s specific interests, as well.

QUALIFICATIONS

• Strong leadership and organizational skills and willingness to apply them in a ‘start up’ non-profit environment.
• Ability to communicate in a professional setting and work remotely as a virtual intern.
• Strong interpersonal and writing skills.
• General interest in international air quality or public health related issues. Direct experience is not necessary.

PERSON OF CONTACT

Christa Hasenkopf, CEO/Co-Founder

christa@openaq.org

Please send an email of interest with attached resume to: info@openaq.org.
Practice Makes Perfect

Education
practicemakesperfect.org

ABOUT PRACTICE MAKES PERFECT

Practice Makes Perfect (PMP) is a Public Benefit Corporation that operates summer school programming in New York City. PMP drives student outcomes by leveraging a unique near-peer mentoring model. Through our program, PMP eliminates the summer learning loss and create high quality learning opportunities for inner-city youth, K-12.

ABOUT THE POSITION

Summer Internship
New York, USA

This position is for both undergraduate and graduate students

Our education organization is looking to bring on a Summer Intern to assist with a research study of our 2018 programs! This Intern has completed a Bachelors’ degree or is working toward their college or graduate degree and has experience with administrative and communication duties. We’re looking for someone who is organized, has great attention to detail, able to take initiative, and looking to make a contribution to an organization making an impact in NYC!

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Manage the scope and direction of the research project to maintain schedule and hit all deadlines
- Gather survey data and consolidate for institutional memory
- Travel to schools to gather quantitative and qualitative data from parents, students and administration as needed
- Reach out to parents via phone and email for consent signatures
- Track project progress and report status weekly to CLO
- Utilize other Practice Makes Perfect personnel and departments for support as necessary
- Additional responsibilities deemed necessary by supervisor

QUALIFICATIONS

- Completed or working toward a college or graduate degree
- Experience with administrative duties
- Effective communicator, both written and oral
- Functional proficiency of Microsoft Word, Powerpoint, and Excel
- Ability to work well on a team
- Upbeat and excited attitude and a drive to learn
- Enthusiasm for the mission of Practice Makes Perfect and the communities we serve

PERSON OF CONTACT

Hannah Perkins, Chief Operating Officer
hannah.perkins@practicemakesperfect.org

Please send cover letter and resume to hannah.perkins@practicemakesperfect.org
ABOUT RECOMPOSE

Recompose is a public benefit corporation (i.e. B Corp) based in Seattle. We are developing a new system of death care that turns bodies into soil, and a new model of death care that focuses on participation, transparency, and nature. Our modular system uses nature’s principles to return us to the earth, sequestering carbon and improving soil health. In fact, we’ve calculated carbon savings over a metric ton per person. Recomposition allows us to give back to the earth that supports us all our lives.

ABOUT THE POSITION

Social Entrepreneurship Intern

Remote

This position is for both undergraduate and graduate students

We are looking for someone who is self-motivated to search for, evaluate, and apply for grants and awards (social entrepreneurship, social impact, environmental) for Recompose to help the organization meet its financial goals to springboard forward. This individual will have the opportunity to work directly with founder/CEO, Katrina Spade. Katrina has been an entrepreneur and designer since 2002. She has over 15 years of experience in project management, finance, and architecture, with a focus on human-centered, ecological solutions. In 2014, she founded the Urban Death Project to bring attention to the problem of a toxic, dis-empowering funeral industry.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Search for various awards, grants, and prizes that fit the work we are doing.
- Create spreadsheet of all opportunities to determine schedule of applications.
- Work with CEO to decide order.
- Using written work from previous applications we’ve submitted, fill out the applications. (CEO will review before submitting)

QUALIFICATIONS

Self-starter, creative with web searches, able to prioritize various opportunities. Able to create a clear spreadsheet and communicate with CEO to decide how to prioritize opportunities. Able to edit and rearrange narrative to tell the best story for the opportunity.

PERSON OF CONTACT

Katrina Spade, Founder and CEO

katrina@recompose.life

Please email. If it seems like a fit we will have a phone call.
Reentry Campus Program

Education
https://www.reentrycampusprogram.org/

ABOUT REENTRY CAMPUS PROGRAM

The Reentry Campus mission is to provide currently and formerly incarcerated individuals with an affordable pathway to accredited post secondary education and certification programs that are infused within the reentry process.

ABOUT THE POSITION

Communications / Branding Specialist

Providence, United States
This position is for graduate students

The Communications Specialist will build marketing & communications strategy to drive brand and marketing communication campaigns across all available channels.

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Develop story ideas and content strategies and to conceive, research, and write engaging and accurate communications suited to the needs of specific audiences and situations.
• Researching, writing and editing compelling content for multiple mediums, including print, web, social, digital, and advertising.
• Collaborate with internal departments to assess and identify existing and future marketing needs and develop solutions.
• Influence the development of digital and content marketing to support campaign and brand goals and objectives.

QUALIFICATIONS

• Excellent verbal and written communications skills, Influencing skills, Presentation skills
• Ability to effectively navigate ambiguous situations with limited direction
• Ability to think creatively and to drive innovation
• Highly resourceful and independent thinker
• Knowledge of marketing communication techniques.

PERSON OF CONTACT

James Monteiro, Director
reentrycampusprogram@gmail.com
ABOUT SOLSTICE

80% of America is locked out of the solar market because they cannot install solar on their roof. Solstice radically expands access to clean energy by providing community-shared solar power to American households. This model enables any resident to enjoy clean energy at no upfront cost and save money on their electric bill every year. Solstice has received awards from Techstars Boston, Obvious Ventures, the Dept. of Energy, Echoing Green, MassChallenge, and the Global Good Fund, and has been featured by the White House, Forbes, Fast Company, Grist, and the State Department.

ABOUT THE POSITION

Executive Intern
Cambridge, MA, USA

This position is for both undergraduate and graduate students

Work hand-in-glove with our CEO to coordinate administrative duties and office procedures for Solstice. Your role is to arrange logistics and conduct research on a variety of topics that ensures the smooth running of the office and helps to improve company day-to-day operation. You will learn from all departments of the company, and you will help on all aspects of the CEO’s work, from fundraising to sales/marketing to recruiting/onboarding new staff to building culture. Previous experience as an office manager or researcher would be an advantage, and candidates that are highly organized and detail-oriented are encouraged to apply. We’re looking for someone who isn’t afraid to dive right in, willing to learn on the fly, and eager to contribute wherever needed.

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Assist on all operational and administrative tasks at the company
• Conduct research on funders, new markets, and potential business partners
• Coordinate executive communications
• Arrange logistics for team culture events
• Attend CEO meetings and take notes, organize follow-up tasks
• Maintain an organized tracking system for research and tasks
• Scheduling meetings and sending agendas on behalf of CEO/management
• Data entry of important company contacts

QUALIFICATIONS

• Experience (or strong interest) in getting things done, logistics, organization, and research
• Ability to manage multiple projects and communicate effectively
• Strong computer skills, including familiarity with Excel and Google Docs
• Minimum 20 hours a week to contribute to this program (Full-time preferred)
• Excited to work in a fast-paced startup environment
• Team player mentality and positive attitude

PERSON OF CONTACT

Christie Young, Operations Associate
careers@solstice.us

Please submit a resume and cover letter to careers@solstice.us if you would like to be considered.
ABOUT SOLSTICE

80% of America is locked out of the solar market because they cannot install solar on their roof. Solstice radically expands access to clean energy by providing community-shared solar power to American households. This model enables any resident to enjoy clean energy at no upfront cost and save money on their electric bill every year. Solstice has received awards from Techstars Boston, Obvious Ventures, the Dept. of Energy, Echoing Green, MassChallenge, and the Global Good Fund, and has been featured by the White House, Forbes, Fast Company, Grist, and the State Department.

ABOUT THE POSITION

Business Development Fellow
Cambridge, MA, USA
This position is for both undergraduate and graduate students

Solstice seeks an enterprising, self-starting individual to assist in our rapidly expanding business development efforts. You’ll work directly with one of the co-founders and be responsible for expansion efforts across a variety of stakeholders. As a Business Development Fellow, you will gain:

• Experience articulating and pitching Solstice’s services to prospective partners and customers
• A deep understanding of the solar and renewable energy space, particularly the rapidly growing community solar industry
• Hands on startup experience in cleantech
• Knowledge from and personal interaction with senior management

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Assist in outreach to solar project developers with an objective of identifying and winning significant new business opportunities for Solstice
• Solar developer partnership management, managing information requests to/from developer partners
• Participation in community solar policy advocacy, particularly in new states starting to develop community solar policies
• Research of and outreach to utilities to cultivate opportunities for collaboration

QUALIFICATIONS

• Experience or strong interest in growing early-stage businesses or identifying new opportunities for growth
• Excellent communication and presentation skills, and ability to articulate value proposition to external stakeholders with passion and energy
• Extraordinary attention to detail, creative, personable, enthusiastic, proactive, team-oriented
• Ability to manage multiple projects and communicate effectively
• Excited to work in a fast-paced, startup environment

PERSON OF CONTACT

Christie Young, Operations Associate
christie@solstice.us

Please send a resume & cover letter to careers@solstice.us if you wish to be considered.
ABOUT SOLSTICE

80% of America is locked out of the solar market because they cannot install solar on their roof. Solstice radically expands access to clean energy by providing community-shared solar power to American households. This model enables any resident to enjoy clean energy at no upfront cost and save money on their electric bill every year. Solstice has received awards from Techstars Boston, Obvious Ventures, the Dept. of Energy, Echoing Green, MassChallenge, and the Global Good Fund, and has been featured by the White House, Forbes, Fast Company, Grist, and the State Department.

ABOUT THE POSITION

Software Development Fellow

Cambridge, MA, USA

This position is for both undergraduate and graduate students

Solstice seeks an enterprising, self-starting individual to assist in product development. You’ll work directly with the co-founders and senior tech team to build out Solstice’s digital platform, which seamlessly manages customer-facing activities in the community solar space: customer outreach and onboarding, utility integration, account management, and consumer engagement. As a Software Development Fellow, you will gain:

• Experience building a consumer-facing application using the latest web technologies to grow your coding skills
• A deep understanding of the solar and renewable energy space, particularly the rapidly growing community solar industry
• Hands on startup experience in cleantech
• Knowledge from and personal interaction with senior management

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Work closely with senior tech team to build elements of Solstice’s digital platform, including development, testing, deployment, and support
• Support and improve software solutions within the Agile methodology in a team-focused environment
• Assist fellow developers with maintenance and bug fixing of existing software and/or systems
• Liaise with business teams to understand feature requirements

QUALIFICATIONS

• Experience or strong interest in React, Redux, Node, HTML and CSS
• Experience or strong interest in developing consumer-facing applications
• Extraordinary attention to detail, creative, personable, enthusiastic, proactive, team-oriented
• Excited to work in a fast-paced, startup environment

PERSON OF CONTACT

Christie Young, Operations Associate
christie@solstice.us

Please send a resume and cover letter to careers@solstice.us if you wish to be considered.
ABOUT SOLSTICE

80% of America is locked out of the solar market because they cannot install solar on their roof. Solstice radically expands access to clean energy by providing community-shared solar power to American households. This model enables any resident to enjoy clean energy at no upfront cost and save money on their electric bill every year. Solstice has received awards from Techstars Boston, Obvious Ventures, the Dept. of Energy, Echoing Green, MassChallenge, and the Global Good Fund, and has been featured by the White House, Forbes, Fast Company, Grist, and the State Department.

ABOUT THE POSITION

Growth Marketing Fellow

Cambridge, MA, USA

This position is for both undergraduate and graduate students

Position Overview: Do you want to be a brand visionary with your finger on the pulse of modern marketing strategies? Then your place is with our growing team at Solstice. From day one of the fellowship, you’ll be working with talented team members who thrive on innovating how the company presents to, interacts with, and expands the Solstice customer base. This is a fast-paced, hands-on opportunity to flex your skills. If you’re on route to start a career in marketing, advertising, or public relations, there’s no better environment for your professional development than this. As a Growth Marketing Fellow you will gain:

- Valuable experience in copywriting for a variety of ad formats
- A full understanding on direct response marketing, PPC trends, and best practices around data analysis
- Deep understanding of the solar and renewables energy space
- Hands on experience at a cleantech startup
- Knowledge from and personal interaction with the company’s management team

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Learn to communicate the Solstice mission across multiple acquisition channels. You will see what it takes to be a marketer at a top-performing team.
- Connect with our current and future customers though paid ads. You will see how we grow, nurture, and engage our community and make decisions about future channels - should we be on Snapchat?
- Analyze website data and create high performing landing pages.
- Conduct research on consumer insights and competitive brands.
- Work closely with the executive and marketing team to further research, define, and refine, customer preferences and engagement strategies.

QUALIFICATIONS

- Highly competitive
- Decisive with a commitment to winning
- Eager to apply your marketing on a real-world scenario
- Excited to work in a fast growing startup
• Accountable and transparent
• A degree (or in-progress degree) in Marketing, Business, Statistics, Economics, or related fields.
• Experience in advertising, media, and communications.
• Familiarity with Adobe Suite (or equivalent)
• 40 hours a week to contribute to this program

PERSON OF CONTACT

Christie Young, Operations Associate
christie@solstice.us

Please send your resume & cover letter to careers@solstice.us if you would like to be considered.
ABOUT SOLSTICE

80% of America is locked out of the solar market because they cannot install solar on their roof. Solstice radically expands access to clean energy by providing community-shared solar power to American households. This model enables any resident to enjoy clean energy at no upfront cost and save money on their electric bill every year. Solstice has received awards from Techstars Boston, Obvious Ventures, the Dept. of Energy, Echoing Green, MassChallenge, and the Global Good Fund, and has been featured by the White House, Forbes, Fast Company, Grist, and the State Department.

ABOUT THE POSITION

Sales/Outreach Fellow
Cambridge, MA, USA

This position is for both undergraduate and graduate students

Are you looking for on the ground startup and sales experience helping a company grow from 100 to 1000+ customers? If so, then the Sales Fellow position at Solstice is for you! As the Sales/Outreach Fellow, you will have full ownership over a pipeline of customers who you will be responsible for educating and consulting on our current community solar project. Through our consultative sales approach, you will learn to qualify customers, pitch community solar as a solution and turn folks into Solstice ambassadors! We focus on cultivating your sales & communication skills, entrepreneurial spirit, and professional development. We're looking for someone who isn’t afraid to dive right in, willing to learn on the fly, and eager to contribute wherever needed. As a Sales Fellow you will gain:

- A full understanding of sales processes and fundamentals, including phone skills, consultative sales, pipeline management, KPI tracking, and email marketing
- A deep understanding of the solar and renewables energy space
- Hands on startup experience in cleantech
- Knowledge from and personal interaction with the company’s management team

ESSENTIAL DUTIES AND Responsibilities

- Leverage both phone and email to communicate our value proposition to customers
- Confidently and clearly communicate our innovative renewable energy model for residents
- Work closely with Head of Outreach and entire team on daily basis
- Document all activities in our CRM
- Fully understanding the community solar market, the Solstice customer profile, Solstice value proposition and messaging
- Attending all team meetings and taking notes on behalf of team

QUALIFICATIONS

- You’re up to the challenge– you want real responsibility
- You are bold, fearless, unafraid to fail - a true entrepreneurial spirit
- A great communicator - You love talking to people
• You know you can sell and you’re not afraid to prove it
• You’re interested in renewables, clean-tech, and/or sustainability
• A degree (or pursuing a degree) in business, environmental studies or related fields
• Experience (or strong interest) in sales, marketing, communications, or advocacy
• Ability to manage multiple projects and communicate effectively
• Strong computer skills, including familiarity with any CRM a plus
• Minimum 20 hours a week to contribute to this program (Full-time preferred)
• Excited to work in a fast-paced startup environment
• Team player mentality, positive attitude and passion for renewable energy

PERSON OF CONTACT

Christie Young, Operations Associate
christie@solstice.us

Please send your resume & cover letter to careers@solstice.us.
ABOUT SOLSTICE

80% of America is locked out of the solar market because they cannot install solar on their roof. Solstice radically expands access to clean energy by providing community-shared solar power to American households. This model enables any resident to enjoy clean energy at no upfront cost and save money on their electric bill every year. Solstice has received awards from Techstars Boston, Obvious Ventures, the Dept. of Energy, Echoing Green, MassChallenge, and the Global Good Fund, and has been featured by the White House, Forbes, Fast Company, Grist, and the State Department.

ABOUT THE POSITION

Content Marketing Fellow
Cambridge, MA, USA

This position is for both undergraduate and graduate students

Do you want to be a masterful writer who can create topnotch content? Then your place is with our growing team at Solstice. From day one of the fellowship, you’ll be working with talented team members who thrive on innovating how the company presents to, interacts with, and expands the Solstice customer base. This is a fast-paced, hands-on opportunity to flex your skills. If you’re on route to start a career in marketing, advertising, or public relations, there’s no better environment for your professional development than this. As a Content Marketing Fellow you will gain:

- Valuable experience in copywriting for a variety of formats
- A full understanding on content marketing, SEO trends, and best practices around data analysis
- Deep understanding of the solar and renewables energy space
- Hands on experience at a cleantech startup
- Knowledge from ad personal interaction with the company’s management team

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Learn to communicate the Solstice mission across multiple channels: Content, PR, Social Media, Email, PPC, and more
- Create copy for brand content across various social platforms & web
- Research social trends to implement more strategic post copy and hashtags, develop demographic-appropriate voice & tone
- Create and design beautifully branded, effective marketing materials for web, social, email, events, print, and video
- Assist with proofreading & editing
- An opinion on use of the Oxford comma

QUALIFICATIONS

- Eager to learn about marketing
- Excited to work in a fast growing startup
- Accountable and transparent
• Decisive with a commitment to winning
• A degree (or in-progress degree) in Marketing, English, Journalism or related fields.
• Experience in advertising, media, and communications.
• Familiarity with Adobe Suite (or equivalent)
• 20 hours a week to contribute to this program (minimum)

PERSON OF CONTACT

Christie Young, Operations Associate
christie@solstice.us

Please send your resume and cover letter to careers@solstice.us if you would like to be considered.
ABOUT SOLSTICE

More than 50% of Americans currently face little to no opportunity to participate in renewable energy owing to their income and credit status. Join a team at Solstice working with a Department of Energy award to implement a new alternative credit metric, increase energy equity, and grow the solar pie - and stand up some of the first low-income community solar projects in the country.

ABOUT THE POSITION

Financial Inclusion Fellow
Cambridge, USA

This position is for both undergraduate and graduate students

Who You Are:

• Knowledgeable or curious about inclusive renewable energy
• Passionate about equity and moved to action by injustice
• A self-starter interested in social entrepreneurship
• Resourceful, intellectually curious, organized, and disciplined
• An enthusiastic team player and consensus-builder

As a Financial Inclusion Fellow you will gain:

• Experience developing a sustainable, scalable, and replicable project model for inclusive community solar, and advocating for state-level energy democracy policies
• Access to a network of diverse stakeholders, including community advocates, industry leaders, and public officials at the forefront of policy, finance, and project innovation
• A deep understanding of the solar and renewable energy space, particularly the rapidly-growing community solar industry
• Hands-on clean tech startup experience, including personal interaction with senior management

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Assist senior staff on all matters related to day-to-day execution of federally-granted project.
• Draft policy documents, grant reporting, and program deliverables relevant to increasing low-to-moderate income households’ community solar energy access. Create and present slide decks communicating results and recommendations.
• Support stakeholder engagement via participation in external meetings and policy proceedings, such as with alliance and coalition partners. Attend conferences and actions as relevant.
• Take and distribute notes from key internal and external meetings, identify next steps, and update task management systems to ensure workflow coordination teammates.

QUALIFICATIONS

• Bachelor’s or advanced degree (complete or in progress)
• Experience or strong interest in programmatic and/or policy work to support equitable access to clean, affordable energy
• Commitment to intersectional social justice, namely environmental, racial, and economic equity
• Extraordinary attention to detail -- coupled with capacity for "big picture" thinking
• Outstanding time-management to balance multiple projects simultaneously
• Polished written and oral communication and presentation skills
• Proactive work ethic and eagerness to navigate a fast-paced startup environment

PERSON OF CONTACT

Christie Young, Operations Associate
christie@solstice.us

Please submit a cover letter and resume to careers@solstice.us
Sou Sou Investment Solutions LLC

Poverty Alleviation & Economic Development, Global Financial Technology (Fintech)

http://investsousou.com/

ABOUT SOU SOU INVESTMENT SOLUTIONS LLC

Sou Sou Investment Solutions (Sou Sou) is a global financial technology and consulting firm based in Washington, DC. We specialize in financial management, training and development and consulting services. Our firm has over 20 years of demonstrated experience servicing a diverse array of government, nonprofit, small business and corporate clients within the United States, Africa, and Asia.

ABOUT THE POSITION

Business Development Intern

Washington, D.C., United States

This position is for both undergraduate and graduate students

The Business Development Internship is a 12-week position based in our Washington, D.C. office. The selected candidate will gain first-hand experience in the everyday logistics of a global technology and investment firm. Working alongside the program director, the intern will have the chance to support investor readiness consultations for small business and start-ups, attend networking events and workshops, and work to maintain our relationships with banks, community, and global partners, and government entities. The ideal candidate will be excited to get out into the DC entrepreneur and fintech scene to continue to forge partnerships and maintain high client intake and development. Will accept an exceptional undergraduate student, graduate student preferred.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Strategic partnership for pipeline partners
- Funding consultations
- Planning logistics
- Funding gap-analysis
- Proposal writing
- Pitch deck development

QUALIFICATIONS

- Junior or Senior Undergraduate majoring in Business, Economics, Political Science, and or Finance with a 3.5 GPA or higher
- Graduate, MBA, or Law student
- Prior experience working with clients and/or entrepreneurs
- Charismatic and outgoing personality
- Strong networking skills

PERSON OF CONTACT

Ryanna Miller, Program Director
ryanna@investsousou.com

Please send a resume and thoughtful cover letter to ryanna@investsousou.com. Subject line to read "Echoing Green: Business Development Intern."
Sou Sou Investment Solutions

Poverty Alleviation & Economic Development, Global Financial Technology (Fintech)

http://investsousou.com/

ABOUT SOU SOU INVESTMENT SOLUTIONS

Sou Sou Investment Solutions (Sou Sou) is a global financial technology and consulting firm based in Washington, DC. We specialize in financial management, training and development and consulting services. Our firm has over 20 years of demonstrated experience servicing a diverse array of government, nonprofit, small business and corporate clients within the United States, Africa, and Asia.

ABOUT THE POSITION

Marketing and Social Media Intern
Washington, D.C., United States

This position is for both undergraduate and graduate students

The Marketing and Social Media Internship is a 12-week position based in our Washington, D.C. office. The selected candidate will gain first hand experience in the everyday logistics of a global technology and investment firm. Working alongside the program director, the intern will have the chance to support marketing campaigns, social media development for small business and start-ups, attend networking events and workshops, and work to increase marketing strategies focused on relationships with our banks, community and global partners, and government entities. The ideal candidate will be ready to assist in Instagram and Facebook campaigns for the DC entrepreneur and fintech scene to highlight continual partnerships with high-stake clients. The intern will also be given the chance to lead customer focus groups and required to produce deliverables that correspond with each event. Will accept an exceptional undergraduate student, graduate student preferred.

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Content development
• Managing social media platforms
• Designing and implementing IG and FB campaigns
• Customer focus groups
• Research

QUALIFICATIONS

• Junior or Senior Undergraduate majoring in Business, Economics, Political Science, Computer Science, and or Finance with a 3.5 GPA or higher
• Graduate or MBA, focusing on Marketing, International Business, and or Finance,
• Prior experience working with clients and/or entrepreneurs
• Strong research skills
• A global perspective
• Experience in Social Media
• Understanding of financial technology

PERSON OF CONTACT

Ryanna Miller, Program Director
ryanna@investsousou.com

Please send a resume and thoughtful cover letter to ryanna@investsousou.com. Subject line to read "Echoing Green: Marketing and Social media Intern."
ABOUT SURVJUSTICE

SurvJustice is a D.C.-based national nonprofit organization that increases the prospect of justice for all survivors through legal assistance, policy advocacy, and institutional training. Our legal assistance enforces victims’ ability to hold both perpetrators and enablers of sexual violence accountable on campuses, and within the criminal and civil justice systems. Our policy advocacy gives victims’ access to improving systems of justice, and our institutional trainings help develop norms to prevent and address sexual violence. By working on these fronts, SurvJustice is creating accountability that decreases the prevalence of sexual violence on University campuses throughout the United States. Founded in 2014 by Laura L. Dunn, it is still the only national organization that provides legal assistance to survivors in campus hearings across the country.

ABOUT THE POSITION

Impact Data Specialist
Washington DC, United States
This position is for graduate students

SurvJustice seeks a graduate student to assist in developing systems to track impact data and measure the quality and quantity of services offered to survivors of sexual violence.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Review existing data and share feedback about data quality
- Develop systems to track data in the future on Google Drive and/or Salesforce
- Identify ways to best measure impact through various data capturing methods

QUALIFICATIONS

- Graduate student
- Experience with data analysis and composition

PERSON OF CONTACT

Laura Dunn, Executive Director
laura.dunn@survjustice.org

Updated Resume, 3 professional references, cover letter, and writing sample (5 page max)
The Hood Incubator
Poverty Alleviation & Economic Development, Racial Justice
hoodincubator.org

ABOUT THE HOOD INCUBATOR

The Hood Incubator is a community-centered, nationally-focused organization committed to building economic & political power for Black communities. Our mission is to increase the participation of Black and Brown communities in the legal marijuana industry. Through our 3 core areas of work – community organizing, policy advocacy & economic development – we are creating a healthy & sustainable ecosystem of industry access, resources & support that benefits Black and Brown communities. We transform what was once a weapon to harm communities of color into a tool that strengthens us.

ABOUT THE POSITION

Operations Fellow
Oakland, CA, USA

This position is for both undergraduate and graduate students

Reporting to the Co-Executive Directors (Co-EDs), the Operations Fellow will support:
1. Implementation of The Hood Incubator’s ongoing slate of programs and services and
2. Sustainable organizational, infrastructural, and systems development for The Hood Incubator.

The Operations Fellow will collaborate with Co-EDs and staff to ensure successful implementation of all programs and services. Programs and services include: Regulatory Trainings, Legal Clinics, Wellness Clinics, Financial Webinars, Policy Webinars, Industry Networking Events, Open House Meetings, and the Statewide Equity Coalition. Operations Fellow will support sustainable development for The Hood Incubator by ensuring that standard operating procedures are designed, codified, and successfully implemented. Finally, the Operations Fellow will help ensure that The Hood Incubator’s services are in compliance with all current federal, state, funding, and city regulations, certifications, and licensing requirements.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Provide inspiring leadership and effective stewardship of The Hood Incubator by being actively involved in planning and implementing all programs and services, including webinars, clinics, and coalition meetings. (~40% time)
- Support systems development throughout organization, focusing on design and implementation of effective standard operating procedures (SOPs). (~40% time)
- Promote regular and ongoing opportunities for all staff to give feedback on program operations and SOPs. (~10% time)
- Ensure that all program activities operate consistently and ethically within the mission and values of The Hood Incubator. (~10% time)

QUALIFICATIONS

- At least 2 years of professional experience. Solid educational background, e.g. undergrad + MBA or similar advanced degree, or equivalent grad-level experience. **We welcome candidates who have built their expertise outside of traditional academic institutions.**
• Quick learner; self-starter; self-aware and well-suited to a fast paced start-up environment.
• Strong relationship builder and communicator with experience effectively leading and collaborating with diverse teams and stakeholders.
• Can point to tangible examples of experience with program reporting and evaluation.
• Strong experience or capacity for designing and implementing organizational standard operating procedures.
• Demonstrates integrity, strives for excellence in their work, and has experience of leading others to new levels of effectiveness and programmatic/organizational impact.
• Grounded in social/racial justice values.
• Passionate about The Hood Incubator’s mission and able to promote and communicate the philosophy, mission and values of The Hood Incubator to external and internal stakeholders.

PERSON OF CONTACT

Ebele Ifedigbo, Co-Executive Director
ebele@hoodincubator.org

Send PDF of resume and cover letter to info@hoodincubator.org
TrueSchool Studio

Education

www.trueschoolstudio.com

ABOUT TRUESCHOOL STUDIO

TrueSchool Studio develops and supports educators as the designers of transformational schools. We question the status quo and think big and bold about the future of learning. Together, we build TRUE schools: places where ALL students—regardless of income, race, ability, or geography—receive an outstanding education and achieve their full potential.

ABOUT THE POSITION

Research and Strategy Intern

New Orleans, USA

This position is for graduate students

We are seeking a graduate student to join our Team for a summer internship focused on research, strategy, and analysis. The role will focus on two main projects that the Intern will manage and serve as point person: 1) We’re looking to grow our year-long Fellowship program for educator-led innovation to 10 states in the 2019-2020 academic year (we’re currently piloting this new program in 2 states). How might we determine our focus states for outreach? How might we determine aligned partner organizations to provide the resources to support this expansion? What strategic partnerships would be beneficial to expedite scale? 2) One of our primary focus areas for innovation in education is early childhood education (ECE) -- resources allocated to ECE are shown to have a huge impact in terms of leveling the playing field for low-income students and students of color, however we know little about innovative models and tools in ECE to effect change at scale. How might we map the marketplace of available ECE models and tools to better understand gaps and potential?

ESSENTIAL DUTIES AND RESPONSIBILITIES

1. Stakeholder Engagement Research - Interview/engage strategic partners, customers, funders, educators, and other stakeholders as needed to understand our space and opportunities for growth.
2. Desk Research Conduct efficient, excellent online research to support key projects and strategic planning
3. Analysis + Reporting Analyze and synthesize research and learnings. Prepare and present reports, research, + recommendations to the CEO
4. Project Management Independently engage in highly effective project management to ensure goals are met and deliverables produced on time, including management of supporting contractors as needed.
5. Alignment with Core Values Demonstrate alignment with TrueSchool’s core values: audacity, agility, curiosity, humility, and “gets it done.”
6. Stay Flexible We’re a start up, so things move and change fast. A willingness to stay flexible is essential. We may ask you to jump into supporting other projects or to pick up a necessary task.

QUALIFICATIONS

- Vision-aligned graduate student dedicated to improving access to an excellent education for all students.

PERSON OF CONTACT

Amy Vreeland, Founder + CEO
vreeland@trueschoolstudio.com

Please send a cover letter and a resume to vreeland@trueschoolstudio.com.
ABOUT AMAL ACADEMY

Amal Career Prep fellowship is a 3 month learning experience developed out of Stanford University and in partnership with PEEF (Punjab Education Endowment Fund), PU, UET, and UAF, UMT, GCU. The fellowship develops professional skills (communication, problem solving, interview skills, teamwork, leadership), mindsets and learning abilities needed to secure and succeed in quality jobs, and over the past 3 years, we have launched 58 Fellowships, reaching over 2000 Amal Fellows, 80% of whom have received a job/internship offer within 3 months of the fellowship.

ABOUT THE POSITION

Summer Intern
Lahore, Pakistan

This position is for graduate students

Amal Academy is at a very exciting stage as a start-up venture in the process of expansion. Because of this we are constantly looking for quality team members to help us realize our vision for Pakistan. Although the impact has been significant since the start of the Career-prep Fellowships; the demand is overwhelming (i.e, we’ve received over 10,000 applications but have only been able to accept about 2000 fellows). Therefore, we are exploring ways to scale and the Fellowship Operations ST Associate will play a crucial role in developing the systems for fellowship program and help Amal to scale effectively.

ESSENTIAL DUTIES AND RESPONSIBILITIES

As Amal is a start-up, the responsibilities will change will time. Specifically, this position will include the following responsibilities:

Systems:

- Assist in developing systems for the fellowship program to become easily replicable in future
- Updating and organizing the Prezi for the blended learning sessions
- Organizing and updating the fellowship documents in g drive and developing a manual for new team members for it to be easily accessible
- Assist in developing manuals and guidelines for the fellowship teams to run operations smoothly
- Assist in improving the career counselling specialties to guide fellows in their professional development

Marketing and Outreach:

- Assist in outreach to new universities and developing relationships for the upcoming fellowship batches
- Help develop strategy on marketing that can be used to increase the number of applications

Alumni Engagement:

- Help in developing opportunities for alumni, such as job sharing mentoring and other to keep Amal alumni connected
- Help in revamping the alumni program and create a strategy for effective alumni engagement

QUALIFICATIONS
• MBA, MA, MPA

PERSON OF CONTACT

Sarah Farooq, Program Manager
team@amalacademy.org

Please send your CV and Cover Letter (not mandatory) to apply.
ABOUT AMAL ACADEMY

We are an education startup in Lahore, Pakistan initially funded out of Stanford University. We are trying the bridge the industry-academia gap in the country by equipping fresh graduates with professional skills like confidence, communication, leadership, teamwork etc which they are unable to master in public universities. The focus is to help them land quality jobs which are aligned with their professional aspirations and skillset.

ABOUT THE POSITION

Marketing Intern
Lahore, Pakistan

This position is for undergraduate students

The position involves providing support for marketing and content needs with creative freedom with an immense room to grow and learn.

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Help the marketing content needs with videos, pictures, ideas, research, and insights
• Help develop content for curriculum needs
• Provide research and insights on the marketing strategy and application cycle
• Come up with innovative suggestions for better efficiency of organisation systems

QUALIFICATIONS

• Undergraduates with background in marketing, design, fine arts, communication design, or similar fields.

PERSON OF CONTACT

Awais Farooq, Mr.
team@amalacademy.org

Please reach out with potential people who could be a good fit. The position is in a startup so hopefully the person would be in a frame of mind to understand the volatile and growing environment with many possibilities to learn and grow.
Centro de los Derechos del Migrante, Inc.

Civil & Human Rights

http://www.cdmigrante.org/

ABOUT CENTRO DE LOS DERECHOS DEL MIGRANTE, INC.

Centro de los Derechos del Migrante, Inc. (Center for Migrant Rights or CDM) supports migrant workers to defend and protect their rights as they move between their home communities in Mexico and their workplaces in the United States.

ABOUT THE POSITION

CDM hosts Legal Interns, Policy Interns, Outreach Interns, Communications Interns and Development Interns

Mexico City, Mexico

This position is for both undergraduate and graduate students

Positions vary. See CDM’s website for more details.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Duties vary based on internship. See CDM’s website for more details.

QUALIFICATIONS

• Bilingual Spanish and English

PERSON OF CONTACT

Julia Coburn, Director of Operations in Mexico

info@cdmigrante.org

Please send resume, cover letter and a list of three references to info@cdmigrante.org.
ABOUT CHAKR INNOVATION PRIVATE LIMITED

Chakr Innovation is a hardware start-up founded by IIT Delhi graduates. Chakr Innovation has developed world’s first technology to reduce particulate matter emissions from Diesel Generators by over 80% without any measurable impact on the engine efficiency. The captured particulate matter is converted into inks and paints. Chakr innovation has been recognized and awarded by various national and international institutions including Stanford Graduate School of Business, Forbes, University of Chicago and American Society of Mechanical Engineers, to name a few. The founders of Chakr Innovation are also on this year’s global list of Forbes 30 under 30. Chakr Innovation is funded by some of the largest VCs and corporations in India.

ABOUT THE POSITION

Marketing Intern
New Delhi, India

This position is for both undergraduate and graduate students

The role will involve market analysis and developing a communication strategy for the novel pollution control technology in India.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Market analysis: Base-lining target market segment and identifying potential leads
- Communication Campaign: Designing, launching and managing communication campaigns in target sectors.

QUALIFICATIONS

- Undergraduate/Graduate in Business/Marketing/Finance/Engineering  Passion for problem-solving and creating an impact  Excellent communication skills (proficient in English)

PERSON OF CONTACT

Bharti Singhla, Head of Strategy
bharti.singhla@chakr.in

Students are required to send their resumes and cover letter to info@chakr.in with Subject: “Marketing Internship: , ”.
Elevated Honey Co.

Poverty Alleviation & Economic Development, Environment, Food & Agriculture

www.elevatedhoneyco.com

ABOUT ELEVATED HONEY CO.

Elevated Honey Co. is a honey company that works with indigenous Asian honey bees and indigenous Chinese beekeepers to improve their honey production and processing, test the honey for impurity, and deliver a 100% verifiably safe product to urban Chinese consumers.

ABOUT THE POSITION

Marketing Intern
Shangri-la, China

This position is for both undergraduate and graduate students

This is a position for someone who speaks English and Chinese. The position is ideal for a foreign exchange student in the United States looking to boost their resume over the summer months. Intern will update American (facebook, twitter, and instagram) and/or Chinese (Wechat, Weibo, and Taobao) social media/e-commerce sites to inform about our activities with beekeepers, promote our honey, and spread information about pollinators and pollinator habitat. We also engage in email campaigns and all forms of digital marketing.

ESSENTIAL DUTIES AND RESPONSIBILITIES

This position can be filled remotely. The intern will need to post daily to social media sites, and complete bi-weekly newsletters, as well as review Mail Chimp data and help to strategize upcoming marketing campaigns. Interns will work closely with Elevated Honey Co. team to develop the content. We are looking for someone who can help us develop creative, beautiful, and engaging content campaigns.

QUALIFICATIONS

• We are seeking someone with a marketing, design, or product development background. Professional experience is not required but understanding and ability to use the platforms is essential, as is a talent for design and content creation. The candidate must speak Chinese and be able to use Chinese social media.

PERSON OF CONTACT

Katrina Klett, CEO
katrina.klett@elevatedhoneyco.com

Please follow up over email with Katrina. Potential applicants will be asked to submit an example of past work in digital marketing. If there is no formal past experience, applicants can prepare an example of a potential post/marketing campaign they might create for Elevated Honey Co. A phone interview will follow.
Elevated Honey Co.

Poverty Alleviation & Economic Development, Environment, Food & Agriculture

www.elevatedhoneyco.com

ABOUT ELEVATED HONEY CO.

We are a honey company that works with indigenous Asian honey bees and indigenous Chinese farmers from mountain communities in China’s SW. We strive to connect beekeepers to better markets through a more fair, connected, and transparent supply chain. Helping beekeepers earn a living in their village and delivering a safe product to market positively affects rural families, biodiversity, and consumer safety.

ABOUT THE POSITION

Social Metrics/Data manager

Shangri-la, China

This position is for graduate students

The intern will help us to identify which social metrics we should be measuring but are not currently measuring. Intern will also help to create the data management plan for Elevated Honey Co.- how to store and utilize the metrics in our decision making. This position is ideal for someone who enjoys working with data, cares about social metrics and project evaluation, and is potentially looking for a longer term project for their studies.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Work closely with Elevated Honey Co. team to learn about the company’s social missions and help the company identify how to best measure important information. Also create a plan about how to measure more long-term and difficult social metrics. Report back to Elevated Honey Co.’s team about current findings in our data/measurements, and create a management system for the data.

QUALIFICATIONS

• Ideally candidate would be at the graduate level and have a strong command of statistics/data collection/project evaluation/social impact metric measurement. This position is easily done remotely and the applicant need not speak Chinese.

PERSON OF CONTACT

Katrina Klett, CEO

katrina.klett@elevatedhoneyco.com

Please email Katrina to begin the process. Application will include a recent resume and a phone interview.
Grassroots and Rural Innovative Development (G.R.I.D.) Pvt. Ltd.

Environment, Energy and Rural Development
www.grid-india.net

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ABOUT THE POSITION

Social Impact Intern
Punjab, India
This position is for both undergraduate and graduate students

The intern will take responsibility for assisting in projects within the impact team and will have experience of or be willing to support research projects including social impact evaluations as needed. The intern will be assisting in managing projects with contribution to technical project deliverables such as business plans, financial models and financial/social impact analysis reports.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Assist in the preparation of written materials
- Conduct market research
- Share findings to help improve company Website, business plans, and other materials
- Provide general support to company management on research-related efforts
- Strong interest in social impact projects

QUALIFICATIONS

- Graduate/Post Graduate or pursuing Graduate/Post Graduate in related field

PERSON OF CONTACT

Dhriti Pande, Manager Innovative Solutions
d.pande@grid-india.net

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 ABOUT THE POSITION

Information Technology Intern
Punjab, India

This position is for both undergraduate and graduate students

The Information Technology Intern will provide direct technical assistance and support to G.R.I.D. staff for network, hardware and software issues. Duties include installing and maintaining computer systems including software and hardware on desktops and laptops, resolving internet and network access issues (both wired and wireless), providing network printer support, meeting with staff to provide one-on-one technical assistance as needed/requested, providing training to staff on software and hardware use, determining causes of computer/software/network malfunctions through evaluation and testing and resolution via modifications, repair, or external support assistance.

 ESSENTIAL DUTIES AND RESPONSIBILITIES

- Respond to staff requests for service, troubleshoot problems and help develop solutions.
- Support PC hardware components, desktop operating system software, and application software.
- Perform minor repairs to equipment and arrange for other servicing needs.
- Identify and report system issues to vendors. Monitor and test resolution of those issues sent to vendors.
- Monitor antivirus software and updates and repair computers infected with spyware, adware and/or viruses.
- Monitor backup systems and procedures to ensure data security.
- Assist in maintaining inventory records and documentation for equipment.
- Consult with vendors, perform research and evaluate products to assist in the selection and purchase of equipment and installation or upgrade of systems.
- Provide backup technical support for network including router, firewall, and wireless access point.
- Maintains open communication and positive working relationship with staff.
- Perform other duties/projects as assigned.

 QUALIFICATIONS
• Exceptional customer service skills,
• Solid troubleshooting skills,
• Ability to work well in a team environment,
• Excellent oral and written communications skills and the ability to work under minimal supervision.
• Applicants must have experience with Windows and Microsoft Office Applications
• Experience with networking technologies and printer support is preferred.
• Interested applicants should possess excellent analytical skills and the ability to troubleshoot and resolve hardware and software problems.
• Applicants should have the ability to research and understand technical documentation, and an understanding of how to apply various technical resources.
• Applicants should have the ability to perform tasks such as operating systems and application software installations and upgrades, as well as virus protection and eradication.

PERSON OF CONTACT

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d.pande@grid-india.com

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ABOUT THE POSITION

Intern – Social Impact and Studies
Punjab, India

This position is for both undergraduate and graduate students

Social Impact intern will take responsibility for assisting in community development projects within the impact team and will be supporting research team in accessing socio-economic impact of the project. The candidate would be working on a project which is self-sustaining in nature and addresses both energy as well as clean drinking water crisis in the society which impacts around 40,000 people and would also work on developing a monitoring and evaluation (M&E) matrix for the project.

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Assist in developing and conducting baseline surveys
• Providing research and support to the organization.
• Participation in social research field studies, and production of research reports including Social, Economic as well as Environmental impact evaluation.
• Provide assistance and contribute to production strategic reports including feasibility studies
• Assistance in production of impact assessment and detailed project reports

QUALIFICATIONS

• Strong project management skills
• Motivated and a self-starter
• Organisation skills and time management
• Willingness to learn and to contribute ideas
• Excellent verbal and written communication skills are essential including the ability to relate to people at all levels of the firm.
• Ability to multi-task.
• Ability to use initiative and to work well under pressure.
• Good team player.
• A spirit of co-operation and a positive, problem solving, ‘can do’ attitude.
• High proficiency in all Microsoft office packages.
• Flexibility to work outside normal office hours as may be required from time-to-time

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ABOUT THE POSITION

Intern – Information Technology

New Delhi, India

This position is for both undergraduate and graduate students

The Information Technology intern will provide direct technical assistance and support to G.R.I.D. staff for network, hardware and software issues. The intern will be responsible for developing the remote monitoring system for the community led projects. The focus will be given on developing software for easy tracking and monitoring of projects, which would then lead to better evaluation and assessment of projects. He/she will also help in, resolving internet and network access issues (both wired and wireless).

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Development of hardware and software for remote monitoring of projects.
• To assist in development of company website.
• Support PC hardware components, desktop operating system software, and application software.
• Monitor backup systems and procedures to ensure data security.
• Assist in maintaining inventory records and documentation for equipment.
• Consult with vendors, perform research and evaluate products to assist in the selection and purchase of equipment and installation or upgrade of systems.
• Assist users in determining appropriate software solutions to meet needs.
• Perform other duties/projects as assigned.

QUALIFICATIONS

• A basic understanding of computer network cabling and network file and print services
• Should have good knowledge of software development
• Strong project management skills
• Motivated and a self-starter
• Organisation skills and time management
• Willingness to learn and to contribute ideas
• Excellent verbal and written communication skills are essential including the ability to relate to people at all levels of the firm.
• Ability to multi-task.
• Ability to use initiative and to work well under pressure.
• Good team player.
• A spirit of co-operation and a positive, problem solving, ‘can do’ attitude.
• High proficiency in all Microsoft office packages.
• Flexibility to work outside normal office hours as may be required from time-to-time

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ABOUT THE POSITION

Intern - Renewable Energy
Punjab, India

This position is for both undergraduate and graduate students

The intern will take responsibility for assisting in renewable energy projects which are aimed at enabling the community. He/she will be supporting the team in research and feasibility analysis of the project. The candidate will be given opportunity of handling live projects thereby giving them an exposure to real, on ground problems. The intern will not only be given opportunities to develop and implement strategies as a part of renewable energy assignments but will also be doing impact assessment to understand the effect of the project on both society as well as the environment.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- To collect understand, process, verify, and report project related information to the vertical head
- To develop and conduct baseline survey of the project site
- To help in designing of the solar microgrid system
- Providing research and support to the organization.
- Provide assistance and contribute to production of strategic reports including feasibility studies
- Assistance in production of impact assessment and detailed project reports
- Develop technical presentation of the project

QUALIFICATIONS

- Knowledge of renewable energy sector
- Passionate towards working in energy and rural development projects
- Ability to analyze trends and devise plans of action
- Strong project management skills
- Motivated and a self-starter
- Organisation skills and time management
- Willingness to learn and to contribute ideas
- Excellent verbal and written communication skills are essential including the ability to relate to people at all levels of the firm.
- Ability to multi-task, to use initiative and to work well under pressure.
- High proficiency in all Microsoft office packages.

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ABOUT THE POSITION

Intern - Finance
Punjab & Delhi, India

This position is for both undergraduate and graduate students

An intern working in the field of finance, would work towards the development and implementation of policies and practices of financial management, budget control, accounting etc. The candidate should be able to understand, follow financial trends and will be applying the theoretical knowledge of financial laws, government policies to real projects.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- To assist in preparation of financial models
- To take care of all the accounting and revenue generation from the project
- To collect, understand, process, verify and report accounting/finance related-information to the vertical head
- Assist in the preparation of monthly or weekly financial reports
- Develop and utilize spreadsheets, databases and other computer applications for reports.
- Manage specialized information, reports, documentation dealing with fees, billing, tracking of projects etc.

QUALIFICATIONS

- Strong project management skills
- Motivated and a self-starter
- Organizing skills and time management
- Willingness to learn and to contribute ideas
- Excellent verbal and written communication skills are essential including the ability to relate to people at all levels of the firm.
- Ability to multi-task.
- Ability to take initiative and to work well under pressure.
- Good team player.
- A spirit of co-operation and positive prospective, problem solving, ‘can do’ attitude.
High proficiency in all Microsoft office.

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ABOUT THE POSITION

Intern – Water Science

Punjab & Delhi, India

This position is for both undergraduate and graduate students

The intern will take responsibility for assisting in projects which are aimed at providing clean drinking water and enabling the community. He/she will be supporting the team in research and feasibility analysis of the project. The candidate will be given opportunity of handling live projects thereby giving them an exposure to real, on ground problems. The intern will not only be given opportunities to develop and implement strategies as a part of the assignments but will also be doing water testing and impact assessment to understand the effect of the project on both society as well as the environment.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- To collect, understand, process, verify and report project related-information to the vertical head
- To develop and conduct baseline survey of the project site
- To do detailed study of water quality and quantity of the site.
- Providing research and support to the organization.
- Provide assistance and contribute to production of strategic reports including feasibility studies
- Assistance in production of impact assessment and detailed project reports

QUALIFICATIONS

- Strong project management skills
- Motivated and a self-starter
- Organizing skills and time management
- Willingness to learn and to contribute ideas
- Excellent verbal and written communication skills are essential including the ability to relate to people at all levels of the firm.
- Ability to multi-task.
• Ability to take initiative and to work well under pressure.
• Good team player.
• A spirit of co-operation and positive prospective, problem solving, ‘can do’ attitude.
• High proficiency in all Microsoft office.

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ABOUT THE POSITION

Intern - Rural Development

Punjab & Delhi, India

This position is for both undergraduate and graduate students

The intern will take responsibility for assisting in projects which are aimed towards rural development. He/she will be supporting the team in research and feasibility analysis of the project. The candidate will be given opportunity of handling live projects thereby giving them an exposure to real, on ground problems. The intern will not only be given opportunities to develop and implement strategies as a part of the assignments but will also be doing water testing and impact assessment to understand the effect of the project on both society as well as the environment. The candidate would be working on a project which is self-sustaining in nature and addresses both energy as well as clean drinking water crisis in the society which impacts around 40,000 people and would also work on developing a monitoring and evaluation (M&E) matrix for the project.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- To collect, understand, process, verify and report project related-information to the vertical manager
- To conduct training and awareness campaigns in the rural areas
- Assist in developing and conducting baseline surveys
- Providing research and support to the organization.
- Provide assistance and contribute to produce strategic reports including technical and financial feasibility studies
- Assistance in production of impact assessment and detailed project reports
- To ensure proper utilization of all the resources

QUALIFICATIONS

- Passionate towards working in energy and rural development projects
- Ability to analyze trends and devise plan of actions
- Strong project management skills
• Motivated and a self-starter
• Organisation skills and time management
• Willingness to learn and to contribute ideas
• Excellent verbal and written communication skills
• Ability to multi-task.
• Ability to use initiative and to work well under pressure.
• High proficiency in all Microsoft office packages.

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ABOUT THE POSITION

Intern – Environment Engineering
Punjab & Delhi, India

This position is for both undergraduate and graduate students

The intern will provide technical assistance to the projects which are aimed at enabling the community. He/she will be supporting the team in research and feasibility analysis of the project. The candidate will be given opportunity of handling live projects thereby giving them an exposure to real, on ground problems. The intern will also be responsible for making technical drawings thereby implementing the theoretical knowledge to real life projects. The intern will not only be given opportunities to develop and implement strategies as a part of the assignments but will also be doing impact assessment to understand the effect of the project on both society as well as the environment.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- To collect understand, process, verify, and report project related information to the vertical head
- To develop and conduct baseline survey of the project site
- Ensure proper utilization of all resources
- To assist in system design and implementation.
- The intern will also be responsible to make a single line diagrams/connection drawings of the system.
- Providing research and support to the organization.
- Provide assistance and contribute to production of strategic reports including feasibility studies
- Assistance in production of impact assessment and detailed project reports
- Develop technical presentation of the project

QUALIFICATIONS

- Candidate should have electrical engineering background
- Passionate towards working in energy and rural development projects
- Motivated and a self-starter
- Organisation skills and time management
• Willingness to learn and to contribute ideas
• Excellent verbal and written communication skills
• Ability to multi-task
• High proficiency in all Microsoft office packages.

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ABOUT THE POSITION

Intern - Economic Development
Punjab & Delhi, India

This position is for both undergraduate and graduate students

As an Intern with GRID, the intern will undertake work on a real project intended to add value to the team as well as provide him/her with a great learning opportunity. An intern working in the field of economics, would work towards the development and implementation of policies and practices of economic management, budget control, accounting etc. The candidate should be able to understand, follow economic trends and will be applying the theoretical knowledge of economical laws, government policies to real projects.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- To assist in preparation of financial models and will also assist in determining the economic impact of the project.
- To assist in developing monitoring and evaluation (M&E) matrix
- To assist in the accounting and revenue generation from the project
- To collect, understand, process, verify and report accounting/finance related-information to the vertical head
- Assist in the preparation of monthly or weekly financial reports
- Develop and utilize spreadsheets, databases and other computer applications for reports.
- Manage specialized information, reports, documentation dealing with fees, billing, tracking of projects etc.

QUALIFICATIONS

- Undergraduate and Graduate in related field
- Required Skills
- Passionate towards working in energy and rural development projects
- Motivated and a self-starter
- Organisation skills and time management
- Willingness to learn and to contribute ideas
- Excellent verbal and written communication skills
• Ability to multi-task
• High proficiency in all Microsoft office packages.

PERSON OF CONTACT

Dhriti Pande, Manager Innovative Solutions
d.pande@grid-india.net

G.R.I.D. offer internship programmes for under-graduate and post-graduate students from universities and institutes across the globe. This programme provides students with a unique opportunity to gain field experience in energy sector, makes them aware of the grassroots problems and shapes their minds to be real problem solvers. The nature and duration of internship varies but we expect a minimum commitment of 1 month. Interested candidates can email their resume and cover letter stating the nature of involvement during the internship period at - careers@grid-india.net The internship is unpaid, only work related travel and accommodation expenses during the project will be covered. Travel expense to India and back to home country won't be covered.
Hand Over

Environment, Sustainable construction, community development,

Www.handoverprojects.com

ABOUT HAND OVER

Hand Over is an award-winning social enterprise that utilizes sustainable techniques of construction for the sake of community development. Our main focus is on providing resilient,ordable and sustainable housing solutions and community buildings for unprivileged communities, by empowering local community members, students and graduates. Our vision is to create a flexible, replicable model that could be applied in upgrading and rehabilitation of informal settlements and unprivileged communities.

We believe that if we want to achieve a real and sustainable community development approach, we need to collaborate with several segments, entities to reach this vision. Through our work, we collaborate with social enterprises, local NGOs, universities, local community members and local municipalities.

ABOUT THE POSITION

Business development

Cairo, Egypt

This position is for both undergraduate and graduate students

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Contribute in the business development of the company
• Prepare presentations that are communicated with potential clients
• Conduct market research for new opportunities and potential clients
• Analyze and review company financial documents
• Contribute in HR management duties (optional)
• Participate in the market strategy development and execution for the company

QUALIFICATIONS

• Enrolled at business school, with major in business administration
• Excellent communication and presentation skills, and ability to articulate value proposition to external stakeholders with passion and energy
• Extraordinary attention to detail, creative, personable, enthusiastic, proactive, team-oriented

Ability to manage multiple projects and communicate effectively

PERSON OF CONTACT

Radwa Rostom, CEO

radwa.rostom@gmail.com
Helpusgreen
Poverty Alleviation & Economic Development, Environment
www.helpusgreen.com

ABOUT HELPUSGREEN
Helpusgreen® is revolutionizing the way India handles the ‘Million-ton flower waste disposal’ & brings a hope a hope to revive the lifeline of 420 million – The Ganges. We flowercycle® (Upcycle) floral-waste from temples and mosques into organic fertilizers, natural-incense and biodegradable packaging material.

ABOUT THE POSITION
Research Intern
Kanpur, India
This position is for both undergraduate and graduate students
Intern for Research/Lab hands on bio-textiles and materials made from flower waste and fungi.

ESSENTIAL DUTIES AND RESPONSIBILITIES
• Help in Rnd
• Test different fungi materials
• Scaling the prototype

QUALIFICATIONS
• Bachelors/ Masters in Bio engineering or Micro Biology or Mycology

PERSON OF CONTACT
Ankit Agarwal, Founder- CEO
ankit@helpusgreen.com

Please send your resume and tell us what interests you to work with us
Helpusgreen

Poverty Alleviation & Economic Development, Environment
www.helpusgreen.com

ABOUT HELPUSGREEN

Helpusgreen® is revolutionizing the way India handles the ‘Million-ton flower waste disposal’ & brings a hope a hope to revive the lifeline of 420 million – The Ganges. We flowercycle®(Upcycle) floral-waste from temples and mosques into organic fertilizers, natural-incense and biodegradable packaging material.

ABOUT THE POSITION

Impact Measurement and Reporting Intern
Kanpur, India
This position is for graduate students

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Study and analyse our impact.
• Suggest best ways and methods to report the impact.
• Qualitative and quantitative impact metrics design

QUALIFICATIONS

• Masters in business/ social science/ environment / open

PERSON OF CONTACT

Ankit Agarwal, Founder- CEO
ankit@helpusgreen.com

Please send us your resume and tell us what interests you to work with us
ABOUT HELPUSGREEN

Helpusgreen® is revolutionizing the way India handles the ‘Million-ton flower waste disposal’ & brings a hope a hope to revive the lifeline of 420 million – The Ganges. We flowercycle®(Upcycle) floral-waste from temples and mosques into organic fertilizers, natural-incense and biodegradable packaging material.

ABOUT THE POSITION

Marketing Intern
Kanpur, India
This position is for graduate students

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Devise the marketing strategy for our FMCG products.
• Build the goto marketing strategy
• Social Media marketing
• E-commerce strategy

QUALIFICATIONS

• MBA, Masters in business, social media marketing

PERSON OF CONTACT

Ankit Agarwal, Founder CEO
ankit@helpusgreen.com

Please send us your resume with a statement of interest
ABOUT KIDOGO

Kidogo is a social enterprise that provides high-quality, affordable, Early Childhood Care & Education to families in East Africa’s low-income communities. Use our innovative “Hub & Spoke” model, we are building a growing network of daycares & pre-schools that unlock the potential of young children and empower mothers. Our curriculum places a particular emphasis on play, problem-solving, and social-emotional learning. Rather than adhere to a specific philosophy of early childhood education, we draw upon research on children’s learning and development to provide an alternative way of delivering the Kenya national early childhood education and development objectives. Adapting research that intentionally-planned, child-centered learning experiences can promote children’s readiness for primary school and beyond, we seek to foster a lifelong love of learning in all of the students and families we serve.

ABOUT THE POSITION

Social Franchising Assistant
Nairobi, Kenya
This position is for graduate students

Kidogo is utilizing an innovative social franchising model to partner with local daycares as providers of the Kidogo Way curriculum / approach. We’re looking for individuals who can work with our local team to research social franchising models from around the world, synthesize the results, and use best practices to inform our program design / roll-out.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Your work will include desk research, human centred design, developing presentation materials and key assets / tools for the “Mamapreneur” social franchising program.

QUALIFICATIONS

- Undergraduate degree and studying towards a graduate degree in a relevant area (MBA, International Development, etc.)
- 2-3+ years of work experience in a corporate or non-profit environment
- Interest in education and / or women’s empowerment
- Flexibility and adaptability to changing priorities and environmental conditions
- Ability to work with others, across cultural and language diversity

PERSON OF CONTACT

Afzal Habib, Chief Imagination Officer
afzal@kidogo.co

Send an email with your CV and Cover Letter with the Subject Line: Summer Internship Application - to afzal@kidogo.co and jointhefamily@kidogo.co Please indicate your relevant past experience and areas of interest as well as contact information.
ABOUT KOE KOE TECH

Koe Koe Tech is Myanmar's preeminent IT social enterprise. Founded in 2013 by two cousins, Dr. Yar Zar Minn Htoo, a Myanmar national doctor and computer scientist, and Michael Lwin Esq., a Myanmar-American former corporate lawyer, today Koe Koe Tech has 54 employees, 49 of whom are Myanmar nationals, 70% of whom are women, with 20 software engineers, 50% of whom are women. We are intentionally Myanmar-centric and diverse by design: we believe that the best solutions are locally made and driven, and that diversity is a strength for Myanmar, not a weakness. Some recent press coverage highlighting our latest successes can be found here.

ABOUT THE POSITION

Finance Intern
Yangon, Myanmar

This position is for both undergraduate and graduate students

Your work would help ensure that Koe Koe Tech makes sound financial decisions. As Finance Intern, your work, whether it’s modeling business scenarios or tracking performance metrics, is used by our leaders to make strategic company decisions. Working on multiple projects at a time, you are focused on the details while finding creative ways to take on big picture challenges for our growing social enterprise.

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Draw on Koe Koe Tech’s data and creative insights to architect metrics, solve problems, and influence decision-making.
• Develop new tools in order to drive scalable analysis and insight.
• Lead decision making on investment strategies for products, identification of key market drivers for business generation and business profitability, and resource allocation.

QUALIFICATIONS

• BA/BS degree or equivalent practical experience.
• Impeccable business judgment, with the ability to motivate colleagues and collaborate effectively to help influence senior leadership.
• Excellent quantitative, written, and presentation skills; innovative, organized, thorough. Eagerness to further develop these skills.

PERSON OF CONTACT

Michael Lwin, Managing Director
michael.lwin@koekoetech.com

Please submit cover letter, CV, and two references to contact@koekoetech.com.
Local Interventions Group
Public Service & Civic Engagement
http://localinterventions.org.uk/

ABOUT LOCAL INTERVENTIONS GROUP

Local Interventions Group’s vision is a government that works closely with the civil society and private companies in addressing everyday governance problems. LIG is a non-profit company that works for smarter governance by introducing technology-led development solutions. LIG’s mission is to reform the government so that it works closely with civil society and private sector in addressing everyday governance problems.

LIG has 4 core principles:

• Collaborate with the government in everything it does.
• Work to enhance locally led, cost-effective interventions.
• Shoehorn interventions into community needs, not funding proposals.
• Think and work like a profit-making company, extracting maximum returns on investments.

ABOUT THE POSITION

Summer Intern
Lalitpur, Nepal

This position is for graduate students

There are 4 key areas where LIG could use the input of an intern. These are:

1. Data Analytics and Visualization
2. Communications and Social Media
3. Fundraising Researcher
4. Legal Environment Researcher

ESSENTIAL DUTIES AND RESPONSIBILITIES

1. Data Analytics: LIG is currently handling significant amounts of data that has been generated in-house (in our Disaster Accountability Project; Follow the Money) or have been provided to us from external bodies (i.e. Nepal Police, Ministry of Education etc). This data needs to be thoroughly analysed and properly visualized and our limited internal capacity means we have struggled to do so. An intern focusing on this facet, will have clear deliverables and

2. Communication and Social Media: While LIG has been doing robust work in numerous arenas (anti-human trafficking, disaster accountability after the 2015 Earthquake), we have not managed to translate this into an effective online presence. An intern focusing on this area, will help us spread the word about our brilliant work over the past three years.

3. Fundraising Researcher: LIG’s willingness to take risks means we seldom seek funding from risk adverse bilateral donors or well established INGOs. As a result, we are constantly looking for philanthropic ventures and other such donor institutions to forward our operations, which our intern will assist us in reaching out to and attracting.
4. Legal Environment Resarcher: to better understand the legal environment that LIG and its various projects operate in, a Fellow with a strong legal background who can research existing laws, provide detailed and accurate summaries will be of great help for us.

QUALIFICATIONS

1. Data Analytics and visualization: the fellow will need to have a strong data analytical background to identify trends and data gaps. The Summer Fellow should also be adept at data visualization which will be used in various publications.

2. Communications and Social Media: Comfortable with various social media platforms, the summer fellow will play a leading role in developing and promoting LIG’s work online.

3. Fund Raising researcher: this fellow will need to be a strong researcher and be able to work without too much supervision.

4. Legal environment researcher: The fellow with a legal background will provide us crucial legal background for our various projects this coming year.

PERSON OF CONTACT

Pranav Budhathoki, Founder & CEO
pranav@localinterventions.org.uk

Interested candidates should send their CV and a cover letter to pranav@localinterventions.org.uk. Once a suitable candidate has been selected, a skype call will be arranged to provide further details on their roles and what to expect in Nepal.
Low Carbon City

Education, Environment, Climate Change
www.lowcarbon.city

ABOUT LOW CARBON CITY

Low Carbon City is a citizen-led global movement building collective solutions to tackle climate change in cities. - We educate citizens using creative, participatory, and artistic tools to enhance climate friendly lifestyles. - We connect citizens with experts and champions to exchange knowledge and collaborate, and - We implement solutions within communities for building low carbon and resilient neighborhoods.

ABOUT THE POSITION

Forum Intern
Medellin, Colombia

This position is for both undergraduate and graduate students

ESSENTIAL DUTIES AND RESPONSIBILITIES

The intern will work in a multicultural environment with the Low Carbon City team in Medellin- Colombia. He/She will be responsible to coordinate the communications with the organization committee of the Low Carbon City Forum in Paris- France. Among his/her responsibilities are:

• Supporting activities related to international cooperation projects
• Academic agenda setting for the Forum
• Partnership promotion
• Supporting communication strategy.

QUALIFICATIONS

• International cooperation, climate change, cities or sustainability related studies.
• Volunteer experience is a plus
• Fluent in English and Spanish is a must, French is a plus.

PERSON OF CONTACT

Juliana Gutierrez, Co-director
juliana@lowcarbon.city

Send your CV with your motivation letter and your availability to juliana@lowcarbon.city, cc juanmanuel@lowcarbon.city You will receive a email back with a request for a conference call.
**Low Carbon City**

**Education, Environment, Climate Change**

[www.lowcarbon.city](http://www.lowcarbon.city)

**ABOUT LOW CARBON CITY**

Low Carbon City is a citizen-led global movement building collective solutions to tackle climate change in cities. We educate citizens using creative, participatory, and artistic tools to enhance climate friendly lifestyles. We connect citizens with experts and champions to exchange knowledge and collaborate, and we implement solutions within communities for building low carbon and resilient neighborhoods.

**ABOUT THE POSITION**

Ambassador Cities Intern

Medellín, Colombia

This position is for both undergraduate and graduate students

Ambassador Cities Intern

**ESSENTIAL DUTIES AND RESPONSIBILITIES**

The intern will be responsible to support and help to improve the international strategy for the Ambassador City Program. Low Carbon City counts with 100 cities in its network and is looking for new ideas to connect and grow the network.

**QUALIFICATIONS**

- International cooperation, communication, climate change, cities, political studies degrees or related studies.
- Fluent in Spanish and English. French is a plus.
- Volunteer experience is a plus.

**PERSON OF CONTACT**

Juliana Gutierrez, Co-director

[Juliana@lowcarbon.city](mailto:Juliana@lowcarbon.city)

Send your CV and motivation letter with availability dates. You will receive back a request for an online interview.
Low Carbon City

Education, Environment, Climate Change
www.lowcarbon.city

ABOUT LOW CARBON CITY

Low Carbon City is a citizen-led global movement building collective solutions to tackle climate change in cities. We educate citizens using creative, participatory, and artistic tools to enhance climate friendly lifestyles. We connect citizens with experts and champions to exchange knowledge and collaborate, and we implement solutions within communities for building low carbon and resilient neighborhoods.

ABOUT THE POSITION

Communications Intern
Medellín, Colombia

This position is for both undergraduate and graduate students

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Intern will be responsible to improve the international communication strategy in order to position the Low Carbon City brand within its stakeholders abroad.
• Design material (video, post, ecard, newsletter, infographic) in English, French and Spanish to show to our work to different audiences.
• Translate some of the materials in Spanish to English and French to reach a broader audience.
• Update our webpage wordpress
• Support the rest of the team through strategic communications

QUALIFICATIONS

• Communication studies Wordpress  Photo, design and video-editing software
• Excellent communication (oral and written) and presentation skills Spanish, English, and French is a must

PERSON OF CONTACT

Juliana Gutierrez, Co-director
juliana@lowcarbon.city

Send your CV and motivation letter with availability dates. You will receive back an interview request.
**MyH2O**

Environment, Public Service & Civic Engagement


**ABOUT MYH2O**

Through building local field team networks that carries out large-scale community water quality and solution demand surveys as well as solution facilitation activities, MyH2O intends to vocalize the clean water demand of rural China and connect clean water technologies to the population at risk, with the ultimate goal to improve clean water access and reduce health inequity in rural communities.

**ABOUT THE POSITION**

Full-time or Part-time Summer Internship

Beijing, China

This position is for both undergraduate and graduate students

1. **Operations Intern** Assists with the daily operations of MyH2O, focusing specifically on organizing rural field work, survey design, and training and management of the local field teams.
2. **Marketing Intern** Works on creating publicity plans and running social media platforms, as well as designing the brand image for MyH2O.
3. **Data/IT Intern** Supporting the development of MyH2O’s data platform, as well as processing and mapping field data and field reports from local teams.

**ESSENTIAL DUTIES AND RESPONSIBILITIES**

All interns need to be working in our Beijing office at least 2-3 days of the week (preferably full time).

1. **Operations Intern** - Support field team management, field rural field survey design and online/offline events organization - Support the department directors and the Beijing Office in designing and implementing operational plans - Coordinate the volunteers and their workload among the different departments - Manage the daily task assignment, follow-up and reporting processes
2. **Marketing Intern** - Daily operation of our social media accounts - Plan and executive publicity support (online and offline) for MyH2O’s projects - Communicate directly with marketing platforms and various channels to ensure that our messages can reach as many audience as possible - Support the design of publicity materials
3. **Data Intern** - Working directly with the Data Services Department to support day-to-day work related to data processing and data platform development. - Support the improvement of existing data platform through engaging various stakeholders - Communicate with the platform developers and progress tracking - Process and mapping incoming data and work on inputting existing data into our database

**QUALIFICATIONS**

We expect that interns have a passion and drive for environmental work as well as supporting the underserved. In addition, except for the data intern (who can focus more primarily on research and data processing), we expect that interns have a decent level of fluency in Chinese.

1. **Project Assistant** - Attention to details and strong sense of responsibility - Familiar with office software and good with formal writing - Strong communication abilities - Can independently finish tasks as well as work collaboratively across different teams - Has a strong drive and interest for project management, and high potential for growth into a professional in the field - Background in environmental science, engineering, rural
communities or social sciences a plus - Experience with rural field work, demand analysis, survey design and result analysis a plus.

2. Marketing Intern - Has previous experience in managing new media platforms and organizing marketing campaigns - Has a good sense of current events and what catches the public’s eyes, and good writing skills - Expects to be a good independent thinker and learner - Familiarity with photo and video processing software such as PS, Pr, Ae is a plus - Experience with interactive visual design and infographic designs is a plus

3. Data Intern - Has previous experience with data processing, or led a team in data/IT-related work - Has a basic sense of design thinking, and a strong ability to learn independently - Has some familiarity with software development and computer languages - Experience with statistical analysis, machine learning, data visualization (e.g. argGIS, mapbox) a plus

PERSON OF CONTACT

Handi Ma, Co-Director of Strategy

hr@myh2o.org

Please submit your application here: https://f.lingxi360.com/?fid=KNbWDR=Atb2SX
About MyH2O

Through building local field team networks that carries out large-scale community water quality and solution demand surveys as well as solution facilitation activities, MyH2O intends to vocalize the clean water demand of rural China and connect clean water technologies to the population at risk, with the ultimate goal to improve clean water access and reduce health inequity in rural communities.

About the Position

Operations Intern
Beijing, China

This position is for both undergraduate and graduate students

Assists with the daily operations of MyH2O, focusing specifically on organizing rural field work, survey design, and training and management of the local field teams.

Essential Duties and Responsibilities

- Support field team management, field rural field survey design and online/offline events organization
- Support the department directors and the Beijing Office in designing and implementing operational plans
- Coordinate the volunteers and their workload among the different departments
- Manage the daily task assignment, follow-up and reporting processes
- All interns need to be working in our Beijing office at least 2-3 days of the week (preferably full time)

Qualifications

- We expect that interns have a passion and drive for environmental work as well as supporting the underserved. In addition, we expect that interns have a decent level of fluency in Chinese.
- Attention to details and strong sense of responsibility
- Familiar with office software and good with formal writing
- Strong communication abilities
- Can independently finish tasks as well as work collaboratively across different teams
- Has a strong drive and interest for project management, and high potential for growth into a professional in the field
- Background in environmental science, engineering, rural communities or social sciences a plus
- Experience with rural field work, demand analysis, survey design and result analysis a plus.

Person of Contact

Xiaoyuan Ren, Executive Director
xiaoyuan.ren@myh2o.org

Please submit your application here: https://f.lingxi360.com/f?fid=KNbWDR=Atb2SX
ABOUT MYH2O

Through building local field team networks that carries out large-scale community water quality and solution demand surveys as well as solution facilitation activities, MyH2O intends to vocalize the clean water demand of rural China and connect clean water technologies to the population at risk, with the ultimate goal to improve clean water access and reduce health inequity in rural communities.

ABOUT THE POSITION

Strategy Intern
Beijing, China
This position is for both undergraduate and graduate students
Assist analysis of market landscape and business models of social ventures in the WASH sector around the world.

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Conduct analysis of players and business models of social ventures in the US WASH sector
• Conduct comparative analysis of business models among US, India and China
• Conduct market landscape research of the sector in China
• Support and participate weekly strategic planning activities
• All interns need to be working in our Beijing office at least 2-3 days of the week (preferably full time).

QUALIFICATIONS

• We expect that interns have a passion and drive for environmental work as well as supporting the underserved.
• Has strong analytical skills
• Are passionate about investigation of market landscape in the WASH sector, particularly related to drinking water
• Are interested in learning about business models of successful social ventures in the WASH sector around the world
• Has excellent communication skills (writing and speaking)
• Understanding of Chinese language is preferred but not required

PERSON OF CONTACT

Xiaoyuan Ren, Executive Director
xiaoyuan.ren@myh2o.org
Please submit your application here: https://f.lingxi360.com/f?fid=KNbWDR=Atb2SX
Oorja Development Solutions India Private Limited

Poverty Alleviation & Economic Development, Environment, Food & Agriculture, Energy
www.oorjasolutions.org

ABOUT OORJA DEVELOPMENT SOLUTIONS INDIA PRIVATE LIMITED

Oorja Development Solutions India Private Limited is a mission-driven and customer-centric social enterprise that deploys smart solar and biomass based distributed energy systems of 10–50 kWp for small businesses, public institutions and low-income households in rural India. Our aim is to become the leading project developer for clean, reliable and affordable energy in off-grid and under-electrified BoP communities. We specialize in designing, installing, commissioning and maintaining mini-grids for productive uses as anchor load, primarily in the agricultural value chain and from the stable revenues generated cross-subsidizing low-income residential users. We also provide technical and entrepreneurial training to youth and women to help them integrate into the energy value chain as system operators and small business owners. We recently installed and commissioned a 10 kWp solar mini-grid supplying affordable energy to 100 off-grid households and water for irrigation through solar-powered pumps to 50 small-holding farmers in rural Uttar Pradesh. We have a small team at the moment but expected to grow quickly across functions as we aim to scale up rapidly to reach millions of un and underserved people, leveraging the micro-franchise distribution model for easier market entry in new geographies and reducing the payback period. We are preparing for 5 mini-grid rollouts in 2018 to power irrigation pumps, cold storages, mills and other commercial loads.

ABOUT THE POSITION

Finance, Fundraising and Business Development Intern
New Delhi, India

This position is for graduate students

This is an exciting opportunity for a candidate with extraordinary skills, passion and experience in innovative social change to help us simultaneously alleviate energy poverty and stimulate economic development, while mitigating climate change. As an integral member of the team you will assist with developing a cohesive strategic plan to ensure Oorja is adequately capitalized to finance its aggressive growth plans and appropriately choosing strategic investments, based on their risk/return profile.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Key responsibilities include but are not limited to:

- Establish and implement a sound bankable fundraising strategy for seed round investment of ~$ 1 million
- Evaluate the business case and unit economics for various productive use loads – agro-processing, water pumping, cold storage, dairy chilling, power loom, tailoring, computer center, bank, gas station, school and hospital
- Make data-driven decisions on suitable capital asset classes; conduct economic and DCF analysis and calculate financial KPIs such as NPV, ROI, ROE, IRR, SROI, weighted average cost of capital (WACC), levelised cost of energy (LCOE), payback time and other metrics
- Refine existing business plan, financial model and investor pitch deck for investment readiness to suit each investor type
• Identify and reach out to Angels, VCs, HNIs, impact investors and commercial banks for debt and equity capital
• Prepare expression of interest for philanthropic donors and grant-making foundations; develop proposals for CSR funds from Corporations
• Handle the full process of project finance from due diligence to term sheets
• Prepare annual budget, financial statements and cash flow models

QUALIFICATIONS

• MBA or a master’s degree in finance/accounting required; advanced degree in a relevant field a plus
• Minimum 2 years of professional experience in project financing applying concepts of corporate finance and capital markets; experience in renewable energy sector in emerging markets desired
• Entrepreneurial and strategic leader able to operate with diverse constituents and on multiple fronts and respond flexibly to a variety of challenges and requests
• Strong quantitative and analytical skills; ability to work creatively with high level of initiative
• Outstanding networking, presentation and communication skills both verbal and written across cultures and backgrounds
• Experience working independently within an international, dynamic and resource-limited environment
• Demonstrated ability to interact with investors and donors; established contacts to financial institutions are a plus

PERSON OF CONTACT

Amit Saraogi, CEO
amit.saraogi@oorjasolutions.org

To apply please send your CV and cover letter outlining your motivation and fit for the role to amit.saraogi@oorjasolutions.org. Oorja is an equal opportunity employer and encourages candidates of all backgrounds to apply for this position.
ABOUT OORJA DEVELOPMENT SOLUTIONS INDIA PRIVATE LIMITED

Oorja Development Solutions India Private Limited is a mission-driven and customer-centric social enterprise that deploys smart solar and biomass based distributed energy systems of 10–50 kWp for small businesses, public institutions and low-income households in rural India. Our aim is to become the leading project developer for clean, reliable and affordable energy in off-grid and under-electrified BoP communities. We specialize in designing, installing, commissioning and maintaining mini-grids for productive uses as anchor load, primarily in the agricultural value chain and from the stable revenues generated cross-subsidizing low-income residential users. We also provide technical and entrepreneurial training to youth and women to help them integrate into the energy value chain as system operators and small business owners. We recently installed and commissioned a 10 kWp solar mini-grid supplying affordable energy to 100 off-grid households and water for irrigation through solar-powered pumps to 50 small-holding farmers in rural Uttar Pradesh. We have a small team at the moment but expected to grow quickly across functions as we aim to scale up rapidly to reach millions of un and underserved people, leveraging the micro-franchise distribution model for easier market entry in new geographies and reducing the payback period. We are preparing for 5 mini-grid rollouts in 2018 to power irrigation pumps, cold storages, mills and other commercial loads.

ABOUT THE POSITION

Operations, Sales and Communications Intern
New Delhi, India

This position is for graduate students

This is an exciting opportunity for a candidate with extraordinary skills, passion and experience in innovative social change to help us simultaneously alleviate energy poverty and stimulate economic development, while mitigating climate change. As an integral member of the team you will be responsible for refining and operationalizing our micro-franchise distribution model and expected to engage in external relations by representing us to donors, potential investors, partners, government agencies and other stakeholders.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Key responsibilities include but are not limited to:

- Develop the framework for implementation of a commercially viable micro-franchise distribution model for Oorja’s mini-grids by integrating global best practices in decentralized renewable energy
- Identify and select the most commercially viable model - revenue sharing/ lease to own/ upfront sale/ other; suggest methods for transfer of assets and ownership and channels of finance for the franchisee
- Develop guiding principles and terms and conditions to govern the relationship; build incentives to attract franchisees and create a brochure for the sales team
- Assist with technical and entrepreneurial skills and capacity building program for enterprise development and women’s integration in the energy access value chain; compile training modules and curriculum, liaise with trainers and arrange logistics for the training
• Conduct stakeholder analysis and review MoUs, EPC, O&M and other contracts with assistance from our legal advisors; conduct policy research on PPAs and feed-in-tariff
• Develop processes, systems, tools and structures to maximize organizational growth
• Identify operational risks and develop mitigation and exit strategies
• Assist with the preparation of all electronic communication; support social media activities, production of blog series and quarterly newsletter, manage website, SEO and analytics

QUALIFICATIONS

• MBA or a master’s degree in a relevant field such as operations management, international development, economics, energy/environment or communications
• Minimum 2 years of professional experience in project management and/or program administration; familiarity with renewable energy sector and product distribution in emerging markets desired
• Entrepreneurial and strategic leader able to operate with diverse constituents and on multiple fronts and respond flexibly to a variety of challenges and requests
• Strong quantitative and analytical skills; ability to work creatively with high level of initiative
• Outstanding interpersonal and communication skills both verbal and written across cultures and backgrounds
• Experience working independently within an international, dynamic and resource-limited environment
• Knowledge of WordPress, InDesign and basic design tools; skills in video shooting and editing a plus
• Willing to travel to project sites

PERSON OF CONTACT

Amit Saraogi, CEO
amit.saraogi@oorjasolutions.org

To apply please send your CV and cover letter outlining your motivation and fit for the role to amit.saraogi@oorjasolutions.org. Oorja is an equal opportunity employer and encourages candidates of all backgrounds to apply for this position.
ABOUT PLENTIFY

Plentify makes household energy and water services intelligent and affordable. Our first product turns any electric or solar water heater into a smart water heater which intelligently reduces utility spend on hot water by up to 70%. Plentify has begun rolling this product out in South Africa with an innovative Pay-As-You-Save model through insurance companies who are responsible for 60% of the country’s water heater sales. Plentify is founded by Jon Kornik who previously led Google’s energy business in Africa, and is an Archbishop Tutu Leadership Fellow and Echoing Green Fellow.

ABOUT THE POSITION

Data Scientist
Cape Town, South Africa

This position is for both undergraduate and graduate students

Plentify collects operating data from its fleet of internet-connected smart water heaters. We use this to understand how each household is using hot water and manage the water heaters to run more efficiently. We are looking for a data scientist to help analyze the data we are collecting with the purpose of improving our thermal model, designing new product features, and drawing out useful insights for our users.

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Combining data from our test benches and real-world clients with thermodynamic principles and data science tools to improve the accuracy of our thermal model
• Analyzing data to assist in prioritizing and designing new features
• Analyzing data to draw out personalized insights for users to drive behavior change

QUALIFICATIONS

• Strong statistics or mathematical foundation, for example with a degree in or towards Engineering, Applied Mathematics, Statistics, Computer Science or Data Science.
• Proficient in a relevant language for data science, for example Python, R, MatLab.
• Analytical, structured thinker who is able to communicate concisely
• Foundational knowledge of thermodynamics and electronics preferred
• Experience with machine learning preferred

PERSON OF CONTACT

Jon Kornik, CEO
jon@plentify.co.za

Please send a CV and cover letter highlighting (1) your interest in our mission, (2) your relevant experience against each of the required qualifications listed below, and (3) other relevant experience.
**ABOUT PLENTIFY**

Plentify makes household energy and water services intelligent and affordable. Our first product turns any electric or solar water heater into a smart water heater which intelligently reduces utility spend on hot water by up to 70%. Plentify has begun rolling this product out in South Africa with an innovative Pay-As-You-Save model through insurance companies who are responsible for 60% of the country’s water heater sales. Plentify is founded by Jon Kornik who previously led Google’s energy business in Africa, and is an Archbishop Tutu Leadership Fellow and Echoing Green Fellow.

**ABOUT THE POSITION**

**Strategy Associate**

Cape Town, South Africa

This position is for graduate students

Plentify is working on several products to make household energy and water services intelligent and affordable. Many of these products could have broad applicability in numerous markets and geographies. For example, our smart water heater can reduce utility spend on hot water by 70% whether you live in South Africa or the United States. We are looking for a strategy associate to assist in conducting targeted pieces of market research and analysis in order to inform our strategy of where, how and when to expand into new products and geographies.

**ESSENTIAL DUTIES AND RESPONSIBILITIES**

Answering key strategic questions for Plentify by:

- Conducting market research (desktop and interviews) and analysis
- Synthesizing into a clear set of findings and recommendations
- Communicating these results to the CEO

**QUALIFICATIONS**

- Undergraduate degree
- At least 2 years of work experience in management consulting (for McKinsey, Bain, BCG or similar) or investment banking
- Proficient in Google Sheets, MS Excel or similar
- Analytical, structured problem solver
- Clear communicator by email, slides or verbally

**PERSON OF CONTACT**

Jon Kornik, CEO
jon@plentify.co.za

Please send a CV and cover letter highlighting (1) your interest in our business, (2) your relevant experience against each of the required qualifications listed below, and (3) other relevant experience.
Porous City Network

Environment
www.porouscity.org

ABOUT POROUS CITY NETWORK

Porous City Network’s approach tackles climate change through urban porosity. Our mission is to increase urban resilience and adaptability to confront climate uncertainty in vulnerable communities, like informal settlements along canal facing severe flooding, low-income community with unused concrete space and city-fringe farmer community with abandon land. Our solutions call for rain gardens, green roofs, permeable parking, urban farming and urban forests, providing areas for run-off absorption and alleviating urban heat island. PCN partners with communities to co create their design, develop design guidelines, run educational events and raise public awareness of critical environmental issues to stimulate larger social impact.

ABOUT THE POSITION

urban landscape architect, urban designer, urban architect, grant writer, social enterprise business and international development

Bangkok, Thailand

This position is for both undergraduate and graduate students

Internship in -Urban design -Urban architecture, -Landscape architecture, -Graphic and communication art, -Grant writing -Social enterprise business model -International development

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Study in BSc/BA, Master in Design or a related field in urban design, architecture, landscape architecture, graphic, communication art, Social grant writing and social enterprise business model and international development
• Fluent in English, Excellent communication ability
• Teamwork skills
• Time management and multitasking abilities
• Creativity skills and problem-solving aptitude
• Working on-site
• Pitch creative ideas that enhance projects
• Collaborate with team members, community to launch designs Extra for Design intern.
• Experience with design software and graphics editing tools
• Familiarity with design techniques and visual elements
• Produce final design solutions

QUALIFICATIONS

• Undergraduate and graduate students in related field (urban landscape architect, urban designer, urban architect, communication design, grant writer, Social enterprise business and international development)

PERSON OF CONTACT

Kotchakorn Voraakhom, CEO founder
We are looking for interns in multi-disciplinary, urban landscape architect, urban designer, urban architect, communication design, grant writer, Social enterprise business and international development to create engaging our design participatory process according to the public project in Bangkok. You will work under the supervision of a Senior Designer and team to produce quality on-site and in the design studio. In this role, you should be highly creative and have passion in green public space, participatory process, finding best practice in tackling climate change and are eager to learn more through hands-on projects, we’d like to work with you. Your goal will be to create impactful designs that capture and help to find the solution and best practice in productive public space for climate vulnerable city of Bangkok. Please request your application with resume through email: info@porouscity.org
Porous City Network

Education, Environment

www.porouscity.org

ABOUT POROUS CITY NETWORK

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ABOUT THE POSITION

Content Writer, Grant Writing

Bangkok, Thailand

This position is for both undergraduate and graduate students

ESSENTIAL DUTIES AND RESPONSIBILITIES

• 30-40 hours work per week
• Grant writing and content writing
• On-site investigation
• Community workshop organization
• Public space and Climate change interested

QUALIFICATIONS

• English Native Writer/Speaker
• Prefer with interest in design and green solution

PERSON OF CONTACT

Kotchakorn Voraakhom, CEO founder
kotch@porouscity.org

The Porous City Network team is always interested in meeting exceptional talented and enthusiastic individuals, potential planning and design professionals and grant writers for the innovative green solution in tackling climate change. If you would enjoy working in a dynamic environment on-site investigation, community participation and are looking for an opportunity to become part of a dynamic team of professionals, we invite you to apply today.
Smart Joules Pvt. Ltd.

Environment
http://www.smartjoules.in/

ABOUT SMART JOULES PVT. LTD.

Smart Joules makes it easy and profitable for businesses to save energy. We design, develop, finance, execute and maintain energy efficiency retrofits in buildings and make advanced building energy management systems from scratch. Energy efficiency is the cleanest, quickest and cheapest way to bring more than 300 million Indians out of energy poverty. By eliminating waste in their own operations, building owners can save money, simplify operations, improve comfort and free up resources for the less fortunate. Smart Joules makes this process seamless and profitable from day one.

ABOUT THE POSITION

Summer Intern
Delhi, India

This position is for both undergraduate and graduate students

ESSENTIAL DUTIES AND RESPONSIBILITIES

• We would the intern to review our company’s business from the inside, and give independent thoughts on our business model, strategy, team composition, competitive advantage, etc. This will inform our strategy going forward.

QUALIFICATIONS

• Business-minded engineer
• Passion for problem-solving and creating an impact
• Excited to work in a fast-paced, startup environment
• Extraordinary attention to detail, creative, personable, enthusiastic, proactive, team-oriented

PERSON OF CONTACT

Arjun Gupta, Founder & CEO
arjunpgupta@smartjoules.in

Please email your resume along-with a note on why you’d like to work with Smart Joules. Please include what you’d like to get from the experience and what you bring to the team.
Sou Sou Investment Solutions

Poverty Alleviation & Economic Development, Global Financial Technology (Fintech)
http://investsousou.com/

ABOUT SOU SOU INVESTMENT SOLUTIONS

Sou Sou Investment Solutions (Sou Sou) is a global financial technology and consulting firm based in Washington, DC. We specialize in financial management, training and development and consulting services. Our firm has over 20 years of demonstrated experience servicing a diverse array of government, nonprofit, small business and corporate clients within the United States, Africa, and Asia.

ABOUT THE POSITION

Tanzania Business Development Intern

Dar es Salaam, Tanzania

This position is for graduate students

The Business Development Internship is a 12-week position based in our Dar es Salaam, Tanzania office. The selected candidate will gain first-hand experience in the everyday logistics of the East African operations of a global technology and investment firm. Working alongside the Chief Operating Officer and Co-Founder, the intern will have the chance to support investor readiness consultations for small businesses and start-ups, attend networking events, and work to maintain our relationships with Tanzanian banks, community partners, and governmental institutions. The main component of the internship will be to assist in the business development oversight of our new app to launch in Tanzania in June 2018. The ideal candidate will have experience living and or working in East Africa or show a strong interest in doing so. The intern will be excited to foster entrepreneurship and fintech partnerships for client intake and development in Tanzania. Will accept an exceptional undergraduate student, graduate student preferred.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Strategic partnership for Tanzania pipeline partners
- Funding consultations
- Planning logistics
- Funding gap-analysis
- Proposal writing
- Pitch deck writing for Tanzania investors

QUALIFICATIONS

- Junior or Senior Undergraduate majoring in Business, Economics, Political Science, and or Finance with a 3.5 GPA or higher
- Graduate, MBA, or Law student focusing on International relations, International Business, Finance, and or International Law
- Prior experience working with clients and/or entrepreneurs
- Charismatic and outgoing personality
- Strong networking skills
- A global perspective
- Experience and or interest in East Africa
- Understanding of financial technology and app development
• Fluent in Swahili; preferred but not required

**PERSON OF CONTACT**

Ryanna Miller, Program Director
ryanna@investsousou.com

Please send a resume and thoughtful cover letter to ryanna@investsousou.com. Subject line to read "Echoing Green: Business Development in Tanzania Intern."
Sou Sou Investment Solutions

Poverty Alleviation & Economic Development, Global Financial Technology (Fintech)

http://investsousou.com/

ABOUT SOU SOU INVESTMENT SOLUTIONS

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ABOUT THE POSITION

Tanzania Marketing and Social Media Intern

Dar es Salaam, Tanzania

This position is for both undergraduate and graduate students

The Marketing and Social Media Internship is a 12-week position based in our Dar es Salaam, Tanzania office. The selected candidate will gain first hand experience in the everyday logistics of a global technology and investment firm. Working alongside the Chief Operating Officer and Co-Founder, the intern will have the chance to support marketing campaigns, social media development for small business and start-ups, attend networking events, and work to increase marketing strategies focused on relationships with our Tanzania banks, community partners, and government entities. The ideal candidate will be ready to assist in Instagram and Facebook campaigns for the East African entrepreneur and fintech scene to highlight continual partnerships with high-stake clients. The intern will also be given the chance to lead customer focus groups in with residents of Dar es Salaam. Will accept an exceptional undergraduate student, graduate student preferred.

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Content development
• Managing Tanzania social media platforms
• Designing and implementing IG and FB campaigns
• Customer focus groups
• Tanzania Market research
• High-stake investor market analysis

QUALIFICATIONS

• Junior or Senior Undergraduate majoring in Business, Marketing, Political Science, Computer Science and or Finance with a 3.5 GPA or higher
• Graduate or MBA, focusing on Marketing, International Business, and or Finance
• Charismatic and outgoing personality
• A global perspective
• Experience and or interest in East Africa
• Understanding of financial technology and app development
• Fluent in Swahili; preferred but not required
• 2 years plus experience in Social Media development
• Monitoring and Evaluation experience or academic knowledge
PERSON OF CONTACT

Ryanna Miller, Program Director
ryanna@investsousou.com

Please send a resume and thoughtful cover letter to ryanna@investsousou.com. Subject line to read "Echoing Green: Tanzania Marketing and Social Media Intern."
ABOUT SOU SOU INVESTMENT SOLUTIONS

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ABOUT THE POSITION

South Africa Software Development Intern

Johannesburg, South Africa

This position is for graduate students

The Software Development Internship is a 12-week position based in our Johannesburg, South Africa office. The selected candidate will gain first hand experience in the everyday logistics of a global technology and investment firm. Working alongside the Product Director the intern will have the chance to develop software geared towards small businesses and start-ups, attend networking events, and work to increase working products focused on building technology that accesses capital within the global market. The ideal candidate will be ready to assist in the software development for our new app set to launch in Africa in June 2018. The intern will possess an interest in global entrepreneurship and fintech scene to highlight continual partnerships with high-stake clients. Must be passionate about economic development through technology.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Software Development
- Integration
- Unit Testing Learn on the job
- Implement UX specs -Support Snr Devs

QUALIFICATIONS

- At least one year of Software Development experience, application design and integration.
- Understanding of PHP, java, javascript, SQL and/or other coding language.

PERSON OF CONTACT

Ryanna Miller, Program Director
ryanna@investsousou.com

Please send a resume and thoughtful cover letter to ryanna@investsousou.com. Subject line to read "Echoing Green: South Africa Software Development Intern.”
Sou Sou Investment Solutions

Poverty Alleviation & Economic Development, Global Financial Technology (Fintech)
http://investsousou.com/

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ABOUT THE POSITION

South Africa UI Design Intern

Johannesburg, South Africa

This position is for graduate students

The UI Design Internship is a 12-week position based in our Johannesburg, South Africa office. The selected candidate will gain first-hand experience in the everyday logistics of a global technology and investment firm. Working alongside the Product Director the intern will have the chance to develop and design software geared towards small businesses and start-ups, attend networking events, and work to increase working products focused on building technology that accesses capital within the global market. The ideal candidate will be ready to assist in the software development for our new app set to launch in Africa in June 2018. The intern will possess an interest in global entrepreneurship and fintech scene to highlight continual partnerships with high-stake clients. Must be passionate about economic development through technology.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Test the UX flows
- New recommendations
- Research on best practices for FinTech apps and web apps
- Engage customers and feedback
- Test different approaches and looks
- Help with Look and Feel (Colors, images and Fonts); This is required before, during and after pilots

QUALIFICATIONS

- Software design experience and training.
- User Interface, User Experience, Customer Centric Methodology.
- User journeys and flows
- Experience or interest in Southern Africa

PERSON OF CONTACT

Ryanna Miller, Program Director
ryanna@investsousou.com

Please send a resume and thoughtful cover letter to ryanna@investsousou.com. Subject line to read "Echoing Green: South Africa UI Design Intern."


Sou Sou Investment Solutions

Poverty Alleviation & Economic Development, Global Financial Technology (Fintech)
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ABOUT THE POSITION

South Africa Project Management Intern
Johannesburg, South Africa
This position is for graduate students

The Project Management Internship is a 12-week position based in our Johannesburg, South Africa office. The selected candidate will gain first-hand experience in the everyday logistics of a global technology and investment firm. Working alongside the Product Director the intern will have the chance to assist in the management of software and technology geared towards small businesses and start-ups, attend networking events, and monitor and evaluate technology that accesses capital within the global market. The ideal candidate will be ready to assist in the project planning of our new app set to launch in Africa in June 2018. The intern will possess an interest in global entrepreneurship and fintech scene to highlight continual partnerships with high-stake clients. Must be passionate about economic development through technology.

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Help with Project Plans
• Sprint Planning
• Product backlog
• Giving status updates on the entire project
• Check on deliverables and deadlines with the responsible persons; This is required before, during and after pilot

QUALIFICATIONS

• Experience in Project Planning
• Risk and Issue tracking or Monitoring and Evaluation
• Execution of plans
• Effective Communication
• Status Updates
• Agile Framework
• Plan Pilot and Test Phases
• Understanding of SDLC and PDLC

PERSON OF CONTACT

Ryanna Miller, Program Director
ryanna@investsousou.com

Please send a resume and thoughtful cover letter to ryanna@investsousou.com. Subject line to read “Echoing Green: South Africa Project Management Intern.”
ABOUT SOU SOU INVESTMENT SOLUTIONS

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ABOUT THE POSITION

South Africa Business Analyst Intern

Johannesburg, South Africa

This position is for graduate students

The Business Analyst Internship is a 12-week position based in our Johannesburg, South Africa office. The selected candidate will gain first hand experience in the everyday logistics of the South African operations of a global technology and investment firm. Working alongside the Product Director, the intern will have the chance to support investor readiness analysis for small businesses and start-ups, attend networking events, and work to maintain our relationships with banks, community partners, and governmental institutions. The main component of the internship will be to assist in the business analysis of our new app to launch in Africa in June 2018. The ideal candidate will have experience living and or working in Africa or show a strong interest in doing so. The intern will be excited to foster entrepreneurship and fintech partnerships while developing business policy and processes.

ESSENTIAL DUTIES AND RESPONSIBILITIES

• Help with Functional Designs
• Change Requests for systems
• Building Test scenarios and testing
• User story documentation
• Help to research best approaches for business changes and provide technical solutions
• Problem Solving and critical thinking; Before, during and after pilots

QUALIFICATIONS

• Graduate student accepted; MBA preferred
• Elicitation of business requirements, Business rules, Drawing Business Processes and Use cases.
• Understanding of SDLC, applications and technical background
• Financial and business acumen
• Experience or desire to work in Africa

PERSON OF CONTACT

Ryanna Miller, Program Director
ryanna@investsousou.com

Please send a resume and thoughtful cover letter to ryanna@investsousou.com. Subject line to read "Echoing Green: South Africa Business Analyst Intern."
SoScience
Public Service & Civic Engagement, Responsible Research and Innovation
www.sosscience.org

ABOUT SOSCIENCE

SoScience creates partnerships between scientists and social entrepreneurs to tackle social and environmental issues. SoScience achieves this on the field through seminars and training programs that enable researchers to collaborate with grassroots social entrepreneurs to turn their game-changing ideas into reality. At the institutional level, SoScience shifts research organizations’ focus from productivity to social impact and advocate for more impact-centered approaches. SoScience’s programs are implemented through a network of committed research performing organizations, thus reshaping the research system from within. The goal is to nurture a research community focused on social impact and using science to answer citizen’s issues.

ABOUT THE POSITION

Strategic Communications Intern
Paris, France
This position is for both undergraduate and graduate students

You will join SoScience’s team as a key member to develop and enhance our global communication and our strategic projects. Your goal is to spread our vision and mission through brand building, cultureship and marketing performance. This position is responsible for developing, planning, deploying, analyzing and optimizing social media content, public relations and corporate communications. The intern will learn the scope of the science for good field and be in direct contact with our main partners.

ESSENTIAL DUTIES AND RESPONSIBILITIES

You are mainly responsible for increasing outreach and spread the concept of Science for good, this encompasses:
Monitor and analyze social and media coverage and determine appropriate actions to be taken to optimize performance

• Collaborate with the rest of the team to write posts for SoScience’s corporate Twitter, Facebook, and LinkedIn accounts, and create graphics to accompany posts
• Participate in the design and run an entire social media campaign to promote science for good: opportunity to be in charge and report directly to the Founder and CEO
• Be the direct link for our communication partners and coordinate with them.
• Manage SoScience social media presence
• Contribute to the improvement of our website
• Research and pitch new communication strategy: build plans and programs, identify opportunities and storylines, formulate messages.

QUALIFICATIONS

• Ideal candidates will have academic or work experience in Communications, Marketing, or Public Relations, and: Passion for SoScience’s mission (understanding of the academic research world is a plus)
• Autonomous, dynamic and proactive
• Experience writing content for social media
• Experience developing, conducting, and analyzing successful social media campaigns preferred
• Has completed at least two years of college coursework
• Has excellent communication skills, both oral and written Proficient in Adobe Photoshop and/or basic graphic design skills to create social media graphics (SoScience currently uses Figma)
• Basic skills in French are required to be eligible for work in France

PERSON OF CONTACT
Mélanie Marcel, Founder
melanie.marcel@soscience.org
Please send a CV and motivation letter (you can use the medium you prefer).
ABOUT SUYO

Suyo is a public benefit corporation that unlocks the transformational impact of secure property rights by making it easier and more affordable for low-income families to formalize their property. Empowered with formal recognition of their property rights, low-income families have access to numerous benefits that help lift them out of poverty, such as credit, home ownership security and the ability to transfer rights.

Suyo unlocks the social and economic benefits of property for low-income families by providing affordable and reliable property formalization services. Globally, over 4.5 billion land parcels are informal, and 140 countries do not have effective property administration systems. Looking specifically to Latin America, approximately 60% of families have not registered their property.

Families living on informal property miss out on numerous benefits that could potentially lift them out of poverty, such as access to loans, protection from eviction and the ability to transfer rights. With the economic boost of formalized property, families are able to make home improvements, send children to school and invest in small businesses.

Research has shown that secure property rights benefit the poor in numerous ways:

- 12% increase in loan approval rates times more income for women property owners
- 35% increase in individual savings doubled investments in property improvements
- 28% reduction in child labor

Accurate, up-to-date property data also enables governments to plan more effectively and improve social services.

Suyo’s primary customers are low-income families residing in informal settlements in Latin America. Based on our market analysis and model, we aim to directly impact 571,600 primary customers with formal property and indirectly impact 1,420,000 lives with the broader societal benefits of property formalization over the next 5 years.

ABOUT THE POSITION

Management Consultant/Strategist

Medellin, Colombia

This position is for graduate students

Strategist/consultant who can work directly a high performing senior management to prepare company for national and international scale. The management consultant will work closely with Financial Director, Jenny Olarte, who has extensive experience as a financial consultant and accountant in both commercial business entities and non profit enterprises for over ten years. The management consultant will prepare analysis for the company which is useful for various stakeholders in preparing Suyo for scale.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Support CEO, COO and financial director in strategic planning and evaluation
- Operational and financial analysis to prepare company for scale
QUALIFICATIONS

Preferable Experience/Skills:

- Management consulting
- Quantitative analysis
- Strategic planning, especially with companies preparing for scale
- Fluent in Spanish
- Experience working in Latin America or Colombia

PERSON OF CONTACT

Carlos Alonso, COO
calonso@suyo.co

Interested candidates should send CVs to Suyo’s COO, Carlos Alonso, via e-mail.