Summer Associate: Social Enterprise Venture Studio, Samvid Ventures (New York, NY)
Application requirements: Email resume to venturestudio@samvid.ventures

SAMVID VENTURES

Samvid Ventures (SV) is a philanthropic foundation committed to improving lives and advancing society through innovation in entrepreneurship, education, and wellness. It has staff and board presence in Detroit, New York, and Miami, and a national footprint in its programming

The SV team values collaboration, intellectual curiosity, creativity, continuous improvement, a commitment to professional growth and development, and maintaining a service orientation in all we do. In its team members, Samvid Ventures looks for individuals who are motivated by excellence, will thrive in an entrepreneurial environment, and have demonstrated a strong impact-orientation through their work.

SOCIAL ENTERPRISE PROGRAMMING: DESIGN THINKING SUMMER SPRINT

Samvid Ventures is excited to launch social enterprises that meaningfully promote inclusive economies, *specifically by building products and services designed to improve outcomes for low-income Americans.* Our work will focus on ideas that are tech-enabled and have a clear and viable business model that does not require large capex investments. In our summer program, associates will be given a specific issue area on which to focus, and will apply design thinking principles to a sprint framework to identify potential solutions.

SUMMER ASSOCIATE ROLE

The Summer Associate will have a unique opportunity to work directly alongside SV leadership and the Board of Directors to uncover and present ideas for products and services that should be launched in the assigned issue areas/verticals. This individual will have the ability to engage in several phases of the sprint process, including defining the problem, ideation, prototyping and testing. Responsibilities will include:

- **Understanding the customer:** Engaging in a mix of research and field-based work to deeply understand the customer we are serving, low-income Americans. This will require desk research, evaluating data sets, conducting interviews, and speaking with other organizations who serve similar customers, among other things.
- **Defining the problem:** Identifying what the biggest problems facing our customer are in the given issue areas and understanding why the problems persist. This will be deeply rooted in research, and will use tools like issue trees, landscape mapping, etc.
- **Identifying possible solutions:** Determining elements of, and eventually, full ideas for solutions requires building a view of what solutions exist today and why they do or do not work. This part of the process will require field work with our end customer and other stakeholders
- **Prototyping and testing a solution:** Building out a "v1" solution will be a "quick and dirty" exercise requiring creativity, resourcefulness and quick thinking. Entering a cycle of testing and iterating on the product idea will be a long process extending beyond the summer but getting to an ~80% answer through a few highly impactful rounds of iterating is expected

WHO WE'RE LOOKING FOR

- 3-5+ years of work experience, preferably with some time at a startup and/or in social enterprise
- Bachelor's degree; most candidates are in or recently graduated from MBA program
- Commitment to and passion for social enterprise, with an interest in earned revenue and technology as promising tools for social change
- Entrepreneurial mindset; can think creatively rapidly come up with new ideas and solutions
- Ability to balance bold ideas with a humble attitude, always seeking to learn more
- Outstanding active listening skills with a keen ability to take action after conversations and meetings
- Ability to work both independently and collaboratively; possess a strong team spirit while maintaining professional confidence to get things done on your own