

# Darling

## VENTURES

### Darling Ventures 2020 Virtual Internships



#### HANDS-ON EXPERIENCE IN THE DYNAMIC AND EVOLVING WORLD OF SEED STAGE VENTURE CAPITAL

- Gain insights into all aspects of running a boutique seed stage VC firm, working directly with both managing partners
- Dive into cutting edge technology startups, learn to support entrepreneurs in building their business and develop a framework of how to assess investment opportunities
- Develop and implement internal strategic initiatives and innovations to help build a next generation VC firm
- Understand the seed stage / micro-VC landscape and what it takes to stand out as a new VC firm
- Receive close mentoring and coaching throughout the internship

#### DARLING VENTURES, A SAN FRANCISCO BASED SEED STAGE VENTURE CAPITAL FIRM WITH GLOBAL VALUES

- Founded in the heart of San Francisco's SOMA district in 2014, we're currently investing out of our third fund (2020 vintage)
- We are a startup's partner from day one and:
  1. Look to back software startups using data intelligence, automation and / or decentralization to transform the enterprise, industrial sector or traditional markets such as healthcare and finance
  2. Write their first pre-seed / seed check of \$250K - 500K
  3. Invest across North America
- All of our own funding comes from overseas in line with our mission to bridge the global market with local frontier innovation - it allows us, as international investors ourselves, to draw from multiple geographic networks / cultural perspectives in a world where tech knows no borders
- While doing so, we live and value strong integrity, humility and those who hold themselves up to their own highest standards



#### RUN BY TWO PARTNERS, DANIEL DARLING AND PASCAL UNGER

- Two strategic business thinkers in their 30s and longtime friends who value cutting their own path
- Daniel is a former entrepreneur, tech executive and founder of Darling Ventures with over 10 years working and investing in California's tech industry
- Pascal managed teams and projects at The Boston Consulting Group across the globe, working with industry leaders in tech and finance on their business strategy, GTM and M&A prior to joining Darling Ventures initially as a Principal

#### WE OFFER TWO INTERNSHIPS - YOUR RESPONSIBILITIES FOR EACH

##### Internship 1 - Focus on investment sourcing and industry analysis

Gain an in-depth understanding of the early stage VC industry, what differentiates VC firms, how to strategically source and diligence deals and how to increase internal efficiencies

- Conduct a deep dive into the VC industry, research early stage firms and capture insights in our database to develop a highly valuable internal model of the VC landscape
- Source new investment opportunities and get involved in the end-to-end on due diligence efforts for potential new investments
- Lead efforts to further automate and upgrade internal tech stack and processes to win us back our most valuable asset, time

##### Internship 2 - Focus on thought leadership and community development

Gain deep insight into emerging technology trends, further build your brand by having research and writing published, refine communication skills on complex topics and spearhead the creation of an innovative virtual community of thought leaders of which you will be an active member of

- Conduct deep dives on Darling Ventures' investment focus areas and develop research into emerging frontier technology trends
- Co-author publications on technology, venture capital and entrepreneurship insights
- Spearhead the development of a virtual content community surrounding the firm and its network
- Lead efforts to put on 'expert / thought leader virtual round table' discussions organized by Darling Ventures

##### Across both internships

- Support portfolio company priorities and H1 2020 LP communication efforts
- Help drive internal efforts to push Darling Ventures further towards the forefront of innovative seed VC firms
- Work alongside both managing partners directly and sit in on meetings as they tackle their priorities throughout the summer





## IS DARLING VENTURES RIGHT FOR YOU?

- **We are a team:** We work as a team where we support each other and never let our egos get in the way
- **We operate with trust and integrity:** We are always truthful and act with the utmost integrity at all times
- **We hold ourselves accountable to our own highest standards:** We never waver from your own highest standards - whether it be the output of our work or how carry ourselves during every interaction we have
- **We're curious and listen first:** We have intrinsic motivation and curiosity to expose ourselves to new thinking and learn every day while never pretending to know what we don't know
- **We learn by doing:** Coaching and mentoring is an important part of learning at Darling Ventures, equally so is working independently and learning by doing
- **We aspire excellence:** We give it our best when we approach our work to meet the quality standards associated with the Darling Ventures brand
- **We approach our work with an entrepreneurial mindset:** We take ownership of our work, we seek out better ways and when they don't exist, we pioneer one with the overarching goal in mind

## WHAT WE LOOK FOR IN OUR FUTURE COLLEAGUES

- We encourage candidates across North America from all majors and professional backgrounds to apply
- Skills we seek in our future colleagues include proactiveness, independence, proven ability to take ownership, reliability and responsibility, can-do work ethic, demonstrated attention to detail and strong communication skills
- We also look for candidates that brings with them relevant prior work experience in line with the internship you apply for, entrepreneurial thinking and potential interesting angles to deal sourcing
- Excitement about venture capital, early stage startups and investing in them

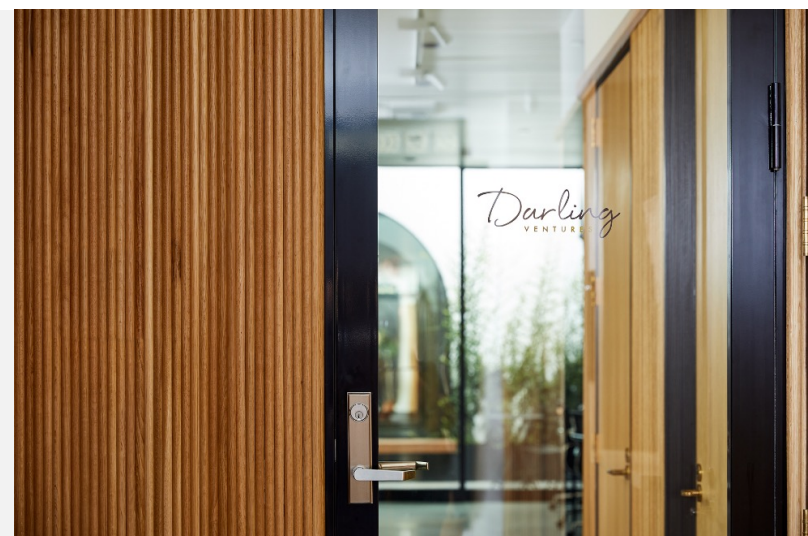


## LOGISTICS FOR INTERNSHIPS

- Full-time, unpaid internship
- Fully remote / virtual - if the situation allows for it, we aim to have some in person-time in San Francisco too (compensated travel / housing)
- Start date for a summer internship is as early as 1st of June (some flexibility) with a duration of 9-12 weeks (optionality to extend with mutual agreement)

## HOW TO APPLY FOR A VIRTUAL INTERNSHIP AT DARLING VENTURES

- Send us your resume at [Join@DarlingVentures.com](mailto:Join@DarlingVentures.com) along with some brief commentary around why you are a great fit and would be excited to join us at Darling Ventures for an internship
- Specify which of the two internships you're applying for
- Also, please include brief answers to the following three questions (no more than one page combined):
  1. Putting your investor hat on, what long term technology trend are you most excited about and why?
  2. Looking at our portfolio, which company gets you most excited and why?
  3. How are you thinking about going about deal sourcing in a world where everything is virtual?
- Do so before **Wednesday, May 13th** for a 2020 summer internship



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