Whitehead Program Partner Internships Summer 2027

AlphaROC Inc., Newark, NJ.

AlphaROC, an innovative company that is at the intersection of AI and finance. Our mission is to revolutionize the market research industry by bringing the latest Machine Learning, Data Science, and computational AI techniques to an industry ripe for change. Recently recognized as finalists in the "AWS Generative AI Startup Incubator," Our scalable platform provides personalized insights that transform the way decision-makers diligence, monitor investment opportunities, or make economic decisions.

Marketing & Business Intern:

AlphaROC, a rapidly expanding tech startup based in New Jersey, is in search of business interns. We are seeking individuals to contribute to various areas such as market research, content development, and customer/supplier outreach. Interns will collaborate closely with the COO and founders, engaging in diverse aspects of AlphaROC's business operations, including marketing, social media management, content development, market analysis, and sourcing from customers/suppliers. This role provides abundant opportunities for direct interaction with potential clients and suppliers, making it ideal for outgoing, hardworking, and team-oriented individuals.

Successful candidates should possess strong communication skills and analytical aptitude. Permanent positions may be available for candidates who successfully complete the internship program.

Primary Contact: Vineet Kapur - vineet@alpharoc.ai

Ben Franklin Technology Partners of Southeastern PA., Philadelphia, PA.

We are a 35+ year old non-profit venture capital firm focused on investing in early-stage technology and health technology companies in the 5 southeastern counties of PA. We provide access to capital, business expertise, technology commercialization services and a network of resources in order to advance the development of new technologies. We invest funds in a portfolio of individual companies and in broader community development initiatives selected by our investment professionals and by our Board to have the most impact in our region.

Strategic Initiatives Group Intern:
This Whitehead intern will help support the work of the Strategic Initiatives Group and report directly to Max Bolles, HC ‘25 (*2024 Whitehead Intern*), Coordinator. The intern's main responsibilities will be to:

- Support impact reporting duties for key investment partners, primarily, but not exclusive to, JVS and SDG.
- Support Ben's physical event presence, attending, tabling, and networking at summer events, some of which will be hosted at Ben Franklin.
- Create content that helps SIG feature our portfolio companies, which could be included on Ben's website, quarterly newsletter, or social media.
- Other work as assigned- likely Data Entry, Light Graphic design, and research about potential portfolio resources in the greater Philadelphia venture ecosystem.

This position will place you within the Strategic Initiatives Group at Ben Franklin. Along with learning the fundamentals of VC investment, the student will help SIG with grant and impact reporting, legislative engagement, communications, event management. This position is best for

students interested in the intersection of the financial and non-profit careers.

Qualifications and Education Requirements

Any major accepted, but must exhibit demonstrated interest in finance, venture capital, the start-up economy, impact investing, small business enterprise, and/or entrepreneurship. Those students interested in social impact investing are especially encouraged to apply.

Required Skills

- Ability to manage multiple simultaneous projects with attention to priorities and deadlines
- Cooperative and team-player
- Desire for continuous learning and accepting of change
- Ability to work independently
- Detail-oriented
- Analytic thinker able to anticipate required information, data, and steps of a project
- Inquiring mind open to asking questions and admitting gaps in knowledge
- Cognizant of the importance of maintaining successful relationships within the office and with outside stakeholders
- Knowledge of basic economic, business, and investment activities, theories, and terminology, etc.
- Proficient in Microsoft Excel and Word
- Data analysis, statistics

Primary Contact: William Kiesling - bill.kiesling@sep.benfranklin.org



Beyond the Bell Tours, Philadelphia, PA.

Beyond the Bell Tours is inspired by the stories that go untold in Philadelphia. We create inclusive historical tours of Philadelphia, highlighting marginalized communities, peoples, and histories. We tell stories of people we love and admire. People who have shaped our city through movements, activism, and resistance. The tours have always been and will always be a love letter to the city of Philadelphia. Founded in 2018, Beyond the Bell is now proudly a top-ranking tour company in the Philadelphia area. We hope to meet you soon.

Operations Intern:

Responsibilities include:

- creation of an Impact Report of Beyond the Bell Tours
- writing 5-10 blog posts throughout the summer
- back-end review of operations
- Field Trip reach out
- New audience strategic development
- Pride programming assistance
- quality control of tours
- training of guide streamlining

Primary Contact: Rebecca Fisher, HC ‘18 - rfisher@beyondthebelltours.com
Secondary Contact: Joey Leroux, HC ‘18 - jleroux@beyondthebelltours.com

Chartbeat, New York, NY.

Chartbeat, Inc. is a media operations software company helping the world's leading publishers and media brands grow both their audiences and their revenue. Our platform brings together content analytics, audience intelligence, and advertising and revenue management, connecting the editorial and commercial sides of media businesses in a single end-to-end suite.

Chartbeat delivers real-time and historical content analytics that help newsrooms understand what their audiences read, engage with, and come back for. Tubular Labs provides social video intelligence, giving brands a unified view of audience interests and behavior across platforms like YouTube, TikTok, Instagram, and Facebook. Lineup Systems powers order management for media sales teams through its Adpoint platform, and FatTail gives publishers control over their direct advertising with order management and forecasting tools.

Today, we serve more than 1,000 brands around the world, including influential media organizations such as The New York Times, the BBC, ESPN, Vox, BuzzFeed, Paramount, Warner Bros., Mediahuis, Hearst, McClatchy, and GQ.

We're looking for interns who have either majored in or are interested in learning more about HR (Human Resources) or Marketing. You'll get to work on real-life, relevant projects, help out our teams, and learn a ton about what it's like to work for a SaaS company in either of these departments while making great connections. ******Transcripts REQUIRED***:***

HR

As an HR Intern, you'll support a wide range of HR functions while learning directly from experienced professionals. You will gain exposure to core HR practices and contribute to meaningful projects, including but not limited to:

- Recruitment and onboarding support
- Employee engagement and training initiatives
- Compliance and documentation processes
- Researching HR best practices and policies

- Providing general administrative support for HR projects

Marketing

As a Marketing Intern, you'll contribute to a variety of marketing initiatives while learning directly from experienced professionals. You will gain hands-on exposure to core marketing practices and assist with meaningful projects, including but not limited to:

- Supporting social media content creation and scheduling
- Helping plan and execute marketing campaigns
- Creating and updating marketing materials and presentations
- Providing general administrative support for marketing projects

Primary Contact: Kim Painter - kpainter@chartbeat.com

ContinuServe/Quatrro, Atlanta, GA.

ContinuServe is a technology-enabled outsourcing and consulting firm that partners with organizations to provide finance, accounting, human resources, and technology services. We combine deep functional expertise with a highly personalized, relationship-driven approach, helping clients strengthen operations, improve efficiency, and focus on their core mission.

Our team acts as an extension of our clients' organizations, providing strategic guidance, operational support, and scalable solutions tailored to their unique needs. Whether supporting financial management, people operations, technology infrastructure, or business process optimization, we help clients streamline operations and drive better outcomes in today's fast-paced environment.

As AI continues to reshape the workplace, ContinuServe has embraced an AI-forward mindset, actively evaluating and implementing technologies that enhance productivity, improve decision-making, and create scalable solutions for our clients. This commitment to innovation enables us to deliver faster, smarter, and more impactful outcomes while helping clients prepare for the future of work.

Internship Roles for Summer 2027 - ***update coming soon - are most likely include:

The **AI Solutions Developer** and **AI Business Analyst** internship offer hands-on experience at the intersection of artificial intelligence and financial operations, aligning closely with the Whitehead Fund's focus on entrepreneurial and investment finance activities. Interns will contribute to the development of AI-driven tools that automate and optimize core financial processes such as bank reconciliation, forecasting, and variance analysis—key functions in both small business finance and venture-backed enterprise operations. By designing intelligent agents, building predictive models, and crafting user-centric product requirements, interns will gain exposure to the full lifecycle of AI product development in a fast-paced, innovation-driven environment. The program emphasizes collaboration between technical and business roles, simulating the dynamic interplay found in startups and venture-funded ventures. This experience equips students with the technical, analytical, and strategic skills essential for

careers in fintech, venture capital, or entrepreneurial finance. ******Transcripts REQUIRED******

Primary Contact: Rocky Ziadat - rocky.ziadat@quatrrobss.com

Discover Haverford/HPED, Havertown, PA.

Discover Haverford (HPED) is a 501c3 nonprofit organization established in 2010, that facilitates government, businesses, commercial property owners and residents working together to promote economic growth throughout Haverford Township. Discover Haverford boosts the local economy by supporting businesses, enhancing the image of Haverford Township, and revitalizing our business districts and public spaces.

Our board of directors is composed of business owners, commercial property owners, residents and Township officials.

Economic Development & Communications Internship ******Transcripts REQUIRED******

Responsibilities:

Under the guidance of the Executive Director and Program Directors, the intern will have the following responsibilities:

- Familiarize themselves with the Main Street program model of economic development
- Assist with the development of our Shop Local Campaign
- Assist with content for our promotional website: www.DiscoverHaverford.org
- Assist with Social Media Content Creation
- Update Township-wide Restaurant Guide and/or other publications
- Assist with communications such as our monthly newsletter, HPED website, etc.
- Conduct interviews of new businesses and write welcome articles for our newsletter.
- Work on one or more pieces for our Business Recruitment Packet, such as reports on demographic info, consumer needs and desires, Map of Business Districts/Parking, etc.
- Assist with two Love Local Nights in our business districts
- Assist staff with a variety of tasks to support local businesses, which might include workshops, Meet & Greet Events, sponsorship recruitment or signing businesses up for our newsletter.

• Our intern usually attends the Statewide PA Downtown Center Conference with us in June. This year the conference will be held June 20 – June 23 in Bethlehem, PA. You would be welcome to attend some or part of this conference and take comp time off of your internship.

Skills required:
The intern should have the following skills and experience:
• Interest in urban planning, economic development or entrepreneurial work
• Interest in Marketing
• Organizational skills
• Oral and written communication skills
• Analytical skills
• Ability to work independently
• Ability to meet deadlines
• Ability to work with PowerPoint, Excel, Word, Canva, and the Internet
• Experience with website development preferred but not required

Haverford Township has numerous business districts associated with different neighborhoods and applicants with access to a car for the summer will have priority.

Primary Contact: Jeanne Angell - jangell@hped.org
Secondary Contact: Sarah Cazella - scazella@hped.org

DLL (De Lage Landen), Wayne, PA.

DLL is a global asset finance company for equipment and technology with a managed portfolio of more than EUR 47 billion. Founded in 1969 and headquartered in Eindhoven, the Netherlands, DLL provides financial solutions within the Agriculture, Construction, Energy Transition, Food, Healthcare, Industrial, Technology, Transportation and Workplace industries in more than 25 countries. The company partners with equipment manufacturers, dealers, and distributors to enable easier access to equipment, technology, and software, to support business growth.

DLL is committed to a more sustainable future for the environment and the communities in which it operates. To advance on this commitment, the company has embedded sustainability into its business strategy. Combining customer focus and industry knowledge, DLL provides financial solutions for the complete asset life cycle, including commercial finance, retail finance and used equipment finance. DLL is a wholly owned subsidiary of Rabobank Group.

Program Intern - Commercial Sustainability & Circularity Solutions Team:

Support the Commercial Sustainability & Circularity Solutions team within DLL. CS&CS is a strategic team within DLL's Commercial domain focused on translating DLL's Sustainability and Circularity strategy and ambitions into practical value-add solutions for our Customers and Manufacturer Partners.

The role will focus on working with the International CS&CS overall, and specifically in the areas of Commercial engagement, Strategic Communications, as well as other areas of CS&CS globally as needed. This can involve through working independently and with team members on research and analysis as well as hand-on problem solving.

Duties and Responsibilities - to be finalized based on priorities at the time and Intern's skills

Project and Program Management

* Support CS&CS team members in solution development, preparation for Customer and Partner meetings, as well as Sustainability and Circularity-driven opportunities.
* Support CS&CS and wider Strategic Partnerships team on implementation of new solutions and value-add offerings.
* Support CS&CS initiatives as needed, including Strategic Marketing, and reporting.
* Research and Analysis in support of CS&CS, especially in areas of Sustainability and Circularity trends and industry developments.

Primary Contact: Matthew Jennings, HC ‘99 - mjennings@leasedirect.com

Downtown Ardmore Initiative, Ardmore, PA.

Founded as the Ardmore Main Street Program in 1988, in 1993 the Township of Lower Merion established the Ardmore Business District Authority as a municipal authority. Initially chartered for five years, the charter was renewed in 1998, 2003, 2008, 2013 and most recently in 2023 for 10 years. Originally known as Ardmore 2000, the organization currently uses the name Downtown Ardmore District.

Downtown Ardmore District is a Business Improvement District (BID) which provides community initiatives, capital improvement programs and services like street cleaning in a defined geographic area of downtown Ardmore. These efforts are funded through an assessment levied on property owners in the district. BIDs contribute to increased property values, decreased commercial vacancy rates and improved sales for local restaurants and retailers.

The Downtown Ardmore District provides services within the Downtown Ardmore Business District. The East-West boundaries span Lancaster Avenue from 233 E. Lancaster on the eastern side to 333 W. Lancaster and North Wyoming Avenue on the western end. The northern boundary of the district is the railroad tracks. The southern boundaries from west to east are: Greenfield Avenue to #62; Ardmore Avenue to #26; Cricket Avenue to #123; Rittenhouse Place to East Athens and including East Athens to Cricket Avenue.

Marketing Intern - Position Description & Duties:

The Downtown Ardmore District seeks a Marketing Intern to work under the Marketing Director and the Assistant Executive Director. The intern will help market and promote businesses and Downtown Ardmore as a whole through event planning, press release writing, blog writing, website management, and creating and scheduling social media content. Interns will gain skills in communications, brand management, business development, and more. We highly value creativity. In the past, Marketing Interns with interests in photography and graphic design have used this internship to build a portfolio with Downtown Ardmore as the subject. While valued,

such creative skills are ultimately not a requirement for the position.The intern will also update the business database by collecting and updating tenant information on all ground-floor commercial properties in the district. Use this data to update retail mix statistics, merchant contact information, district vacancy rate, and more.

Recommended Qualifications:The ideal candidate will be enrolled in General Business, Marketing, Economics, Entrepreneurship, Communications, Graphic Design, or English; demonstrate proficiency using Microsoft Excel to analyze data; have experience in Adobe Creative Suite (optional); enjoy photography (optional); and demonstrate the ability to write concisely and clearly.

Primary Contact: Olga Liu - Olga@downtownardmore.org

Econsult Solutions, Inc., Philadelphia, PA.

ESI sits at the intersection of economics, policy, and planning, which makes our thought process interdisciplinary and our recommendations grounded. We work collaboratively with clients, drawing in experience across industries and regions. Econsult Solutions, Inc., formerly Econsult Corporation, was founded in Philadelphia in 1979 for the purpose of providing high quality economic research and statistical and econometric analysis in support of litigation. Today our practice has expanded beyond litigation to include economic consulting services to assist business and public policy decision-makers. Econsult Solutions, Inc. academically distinguished consultants and affiliates combine quantitative expertise and experience with customized approaches designed to meet client's needs.

Econsult Solutions, Inc. consulting practice uses innovative and analytical methods to take on the region's most challenging economic development and public policy issues. Past work has included projects in transportation, planning, tax policy, and real estate development. Stephen P. Mullin, M.A., President and Principal, former Finance Director and Commerce Director for the City of Philadelphia, and Richard P. Voith, Ph.D., HC '77, President and Principal, formerly SEPTA's Vice Chairman of the Board and an appointed member of the Pennsylvania Transportation Funding and Reform Commission lead the practice.

Research Assistant:

We seek a Research Assistant who will support the work of the firm in the following ways:

- Collect data through surveys, internet research, and phone calls
- Clean, analyze, and interpret economic data
- Research various economic, fiscal, and legal issues and provide concise yet comprehensive, cited summaries
- Draft, proof, and edit reports, presentations, and visuals
- Create and manipulate spreadsheets for purposes of economic and fiscal modeling
- Potentially conduct multivariate analyses, particularly regression analyses, as part of the statistical and econometric aspects of the client work

Qualifications

- Self-starter, internally motivated
- Thrives in collaborative, project-oriented settings with small groups of professionals
- Strong organization and communication skills
- Familiarity with settings involving complex problem-solving
- Analytical perspective
- Working towards or having completed a BA or BS in Economics, or equivalent experience
- Strong writing and proofing skills
- Familiarity with the Philadelphia region and its economic and fiscal issues
- Technical research experience: identifying sources, collecting and interpreting data
- Competence in Microsoft Office applications, particularly Excel
- Experience in writing technical reports a plus
- Basic working knowledge in STATA, R or GIS a plus
- Familiarity with spreadsheet modeling, fiscal and cost/benefit analysis and/or regression analysis a plus

Particulars of Employment

- Internship dates: late May/early June to mid-August. We will work the selected candidate to set start and end dates upon acceptance
- Work hours: 9 am to 5 pm with a one-hour lunch
- Dress: Business casual allowed, except when meeting with clients, business professional required

Benefits of Employment

- A project-based and team-oriented work culture
- Exposure to many of the important economic and policy issues facing the Philadelphia region
- The opportunity to learn from the experience and expertise of the partners and consultants
- Strong organizational connection to local universities and colleges

Primary Contact: Wendy Gabriele - gabriele@econsultsolutions.com
Secondary Contact: Cassandra Brown - cbrown@econsultsolutions.com

Engagious, Inc., New York, NY.

Engagious is a small public-opinion research company that specializes in public policy message testing and refinement. It also conducts the monthly Swing Voter Project, where it conducts online focus groups of Biden-to-Trump voters in swing states.

Summer Internship Summary: ******Transcripts REQUIRED******

Our summer interns get to see up-close how a small public opinion research business operates. They are "big fish in a small pond," and are a vital part of their team. They help us plan, execute, and report the results of message testing research projects conducted for major trade associations and advocacy groups. They also get to see us sell projects to clients.

Primary Contact: Rich Thau, HC '87 - rich.thau@engagious.com



GiniLytics IT Solutions LLC, Plano, TX. & Mohali, Punjab, India

GiniLytics IT Solutions is a US and India based software development agency. With a staff of 40 engineers, designers, QA analysts, and other project professionals, we serve small to medium-sized organizations with custom solutions to complex business problems, prioritizing clients engaged in socially positive and cooperative endeavors.

Summer Internship:

Running a software business is a multi-faceted affair not unlike a liberal arts education. It requires equal focus in sales, engineering, finance, and logistics, with each of these having both a human and technical dimension.
A summer intern for GiniLytics IT Solutions could choose to focus on any of these disciplines, and be engaged in the context of the others in real-world day-to-day business scenarios.

For interns more inclined toward engineering, cooperation would be primarily with Indian colleagues, and would need to overlap significantly with an IST work schedule (if not physically onsite at the Mohali office). For interns more inclined toward sales, marketing, and general business management, a US schedule would be preferred, and insofar as an intern was close to the Dallas area, a workspace could be provided and meetings could be face to face.

- Given the nature of the business and the centrality of the India office, it would be great to have someone open to working non-traditional hours, and if they spoke Hindi that would be amazing.

- Would also be delighted to have someone intern onsite in our India office if they preferred.

Primary Contact: Noah Skocilich, HC ‘99 - noah@ginilytics.com

ImpactableX, Philadelphia, PA.

ImpactableX is an AI-powered impact measurement and analytics company based in Philadelphia, specializing in quantifying, modeling, and forecasting the social and environmental benefits of innovations for early-stage founders and funds. The platform translates impact claims into rigorous, evidence-based metrics and financial valuations, empowering purpose-built startups to effectively communicate their value to investors, optimize their business models, and demonstrate return on impact in alignment with industry and global standards. Leveraging proprietary algorithms, ImpactableX bridges data, compliance, and storytelling, serving as a critical tool for unlocking capital and scaling solutions in the impact economy.

Impact Analyst Intern:

- Economic research to support environmental and social impact analyses
- Testing and support for the implementation of custom artificial intelligence model
- New client prospecting, including usage of LinkedIn Sales Navigator, Apollo, and Crunchbase
- Participation in sales outreach including emailing, social media, and video calls
- Content creation to be used as marketing collateral

Primary Contact: Madison Jaskir, HC ‘19 - madison@impactablex.com
Secondary Contact: Catherine Griffin - catherine@impactablex.com



Invest For Better Philadelphia, Philadelphia, PA./Remote

Invest for Better seeks to empower women in the US and globally to understand the power of their investment assets, learn how to align their investments with their social and environmental values, and activate those resources for a more just and sustainable world. As a 501(c)3 organization, we work at the intersection of the movements to democratize values-aligned investing, address structural inequities in the financial system, and bring greater investment competence to women. Our primary programs are:

- Values-Aligned Investing Courses: “Invest for Better” provides introductory and advanced courses to empower women to align their investments with sustainability and equity.
- Facilitated Circles: Delivered in small groups of 8-20 women with an experienced leader, our sessions foster shared learning and community building.
- Trusted Investing Community: Members gain access to monthly speaker series, investment presentations, shared experiences, and exclusive partner benefits.
- Catalyst & White Label Programs: We enable financial coaches, advisors, and educators to integrate our materials and model into their own training and businesses.
- Movement-Building Partnerships: We collaborate with like-minded organizations to co-create programs, co-sponsor events, and expand our mutual reach.

Established in 2021, our small but mighty remote team spans the nation and the world. To date, we have directly engaged over 2,500 participants in the US and Europe, influencing hundreds of thousands more. Philadelphia is the first regional hub, which in its first full year has engaged over 140 women in learning circles. We believe every woman has the right to leverage her financial assets to drive change, building a more equitable and sustainable financial system for all.

Invest for Better Philadelphia Intern:

Invest for Better Philadelphia (IFB Philly) seeks a motivated, values-aligned student to serve as a Summer Program & Communications Intern. This fully remote position offers a unique chance to work directly with our leadership team, contributing to a movement that empowers women to align their investments with their values.

This internship is designed for impact. You'll gain hands-on experience in social impact program management, communications, and practical research, culminating in tangible projects that will significantly boost your professional portfolio. While the role is mostly remote, we ensure regular virtual supervision and dedicated in-person contact for networking and project collaboration.

What You'll Do:

Core Responsibilities

This role is a dynamic blend of four key areas, allowing you to develop a versatile skill set:

1. Social Media & Communications
Content Strategy: Assist in developing a three-month social media calendar (LinkedIn, Instagram) focused on values-aligned investing and local impact stories.
Creation & Scheduling: Draft compelling posts, source relevant images/graphics, and schedule content to increase engagement and promote IFB Philly events and programs.
Brand Alignment: Ensure all digital communications maintain Invest for Better's professional and empowering brand voice.

2. Program Development & Management
Event Support: Assist with the planning and execution of virtual and in-person IFB Philly events, including our signature Learning Circles and networking socials.
Membership Engagement: Develop strategies to welcome new members and track participation data to inform future program offerings.
Administrative Support: Manage email correspondence, organize shared digital files, and assist with general administrative tasks essential for non-profit operations.

3. Impact Research & Resource Curation
Local Ecosystem Mapping: Conduct focused research on Philadelphia-area impact investing ecosystem, identifying potential new partners, sponsors, and investable opportunities.
Resource Library: Curate and organize a library of relevant articles, case studies, and investment tools to be used in IFB Learning Circles and member newsletters.
Data Synthesis: Present research findings to the leadership team in a concise, action-oriented format.

4. Networking & Professional Development
Actively participate in IFB Philly Learning Circles and events to observe and engage with our

community of investors and financial professionals.
Attend internal strategy meetings to gain a deeper understanding of non-profit governance and strategic planning.

The Value to You: Tangible Takeaways

We are committed to making this a career-defining experience. By the end of this internship, you will have concrete deliverables for your resume:

Professional Network: Directly engage with Invest for Better national leadership, local financial advisors, and high-impact community leaders in the Philadelphia region.

Portfolio Piece: You will manage the execution of a complete social media campaign (including metrics for success) and/or contribute a significant Research Report on the local impact investing landscape.

Practical Skills: Proficiency in key platforms and software used by non-profits, including Canva, Mailchimp/email marketing, and digital project management tools.

Deep Subject Matter Expertise: A thorough understanding of values-aligned investing, gender lens investing, and communications strategy—highly sought-after knowledge in finance, non-profit, and ESG fields.

Primary Contact: Margaret Berger Bradley - margaret@gingerrootsstrategy.com

Internvest, Inc., NY, NY

Internvest is a high-growth edtech platform that helps college students track, prepare for, and land internships and full-time offers across all 10 paths of high finance (Investment Banking, Management Consulting, Sales & Trading, Asset Management, Hedge Funds, Private Equity, Private Credit, Real Estate, Venture Capital, and Corporate Finance). We currently track 9,400+ openings and provide graded technical drills, firm-specific interview intel, modeling tests, and path briefs. The platform was built with the guidance of an Advisory Council of eight senior finance professionals (former Wall Street CIOs and Heads), six of whom are Haverford alumni.

This is a hands-on entrepreneurial role at an early-stage company. You will work directly with the founders on initiatives that accelerate user growth, deepen content, and strengthen our connection to the broader finance student community. The experience is explicitly designed to give you ownership of real small-business and growth challenges while immersing you in the world of investment finance recruiting and careers.

Growth Intern (2 positions available)

Primary responsibilities (flexible based on intern strengths and company priorities):

* Develop and execute growth experiments: social media content (LinkedIn, Instagram, TikTok), email sequences, and campus/finance-club outreach campaigns.
* Support user acquisition and retention: recruit and onboard campus ambassadors, engage finance clubs and career centers, and gather structured user feedback to improve the product.
* Conduct research and analysis: competitive landscape, content gaps across the 10 finance paths, engagement metrics, and ideas for new features or partnerships.
* Assist with Advisory Council engagement
* Own discrete projects end-to-end (e.g., a multi-week campaign, a content series, engagement analysis) and present results with your recommendations to the founders.

What you will learn:
* Practical skills in startup growth, content strategy, and user acquisition at a fast-growing company.
* Deep exposure to how high-finance recruiting works and how a product is built to serve students navigating it.
* Direct mentorship from a former hedge-fund CIO (Haverford ’92) and a current Columbia Engineering student founder, plus optional access to Advisory Council members.

Who thrives here:
* Highly motivated self-starters with an entrepreneurial mindset who treat their work with ownership. Strong written communication, comfort with social media and digital tools, curiosity about finance careers or startups, and the ability to work independently in a remote setting are essential. Prior experience in marketing, content, research, finance clubs, or student organizations is a plus but not required. All majors are welcome to apply. We welcome rising sophomores who show significant promise and ownership potential. The internship is remote and runs 8–10 weeks full-time. You will have meaningful responsibility and regular check-ins with the founders.

Internvest is a natural fit for the Whitehead program: the role centers on entrepreneurial activity and small-business growth at a startup whose entire mission is helping students navigate investment-finance careers. Six of our eight Advisory Council members are Haverford alumni. We are prepared to host one intern and would welcome a second intern, particularly a rising sophomore who demonstrates significant initiative and promise. A second intern could either support the same Growth role with complementary projects or take a slightly more content or research-focused scope, depending on the candidates.

Primary Contact: John Botti, HC ‘92 - john@internvest.com
Secondary Contact: Michael Botti - michael@internvest.com



Karen Patwa Consulting LLC, NYC & Iowa

Karen Patwa Consulting, LLC is a leadership strategy firm guiding women and women of color leaders to command power in environments designed to keep them small.

Through thought leadership, talks, workshops, and strategic consulting, we equip women leaders to overcome what traditional leadership development ignores: isms, power dynamics, and toxicity.

Our approach is based on the unconventional idea that women leaders should center their needs alongside those of their organizations. We engage positive long-term strategies for women and organizations that understand that leaders need a strong foundation upon which to wield their power for good. Many women and women of color haven't been exposed to the right tools to build a strong foundation in often-toxic organizational climates.

The Equilibrium Framework is a proprietary leadership development framework comprising the five pillars of this approach: awareness, communication, relationships, boundaries, and branding, with tried-and-tested solutions to real challenges women and women of color leaders face in top-tier positions.

Sales and/or Marketing and/or Operations and/or Technology Assistant

Internship can include some combination of the responsibilities described below depending on areas of applicant interest.

Content Creation
Edit and produce short and long-form video content for marketing campaigns, social media, and educational courses
Produce compelling, brand-aligned copy for website, social media, email campaigns, and marketing materials

Marketing and Sales
Assist in creation and implementation of marketing calendar, which will include special offers, events, and outreach campaigns
Develop newsletter and Substack content aligned with brand voice and philosophy
Develop outreach strategies for warm and cold prospects

Social Media Marketing
Continue to grow and manage targeted social media presence across appropriate platforms
Create social media posts of varying formats in accordance with social media calendar
Ongoing planning and adjustment of content to align with marketing calendar and any changes it undergoes
Optimize and adjust content, sales, and marketing strategies using available analytics as a guide

Technology
Website development, SEO optimization, and website maintenance
Improve user experience, navigation, and conversion via website
Design landing pages for specific offerings and campaigns

AI-Assisted Business Operations
Integrate AI tools into marketing workflows
Integrate AI tools into content creation and marketing plans
Create automated workflows for client onboarding and follow-up
Research and test emerging AI tools for potential business applications

Marketing Automation & CRM
Build email sequences and automation workflows within Kajabi
Organize and maintain customer relationship management (CRM) systems
Track leads, conversions, and client touchpoints
Develop systems for inbound and outbound outreach

Client Experience:
Building systems for client onboarding & support
Creating welcome materials for new and prospective clients, and welcome email sequences
Manage client communication and support if needed

Outreach & Network Building:
Identify potential opportunities for marketing and brand visibility, including partnerships, collaborations, and social media/podcast opportunities
Build lists of women-led organizations, universities, and corporate programs that support

women's leadership development
Create targeted outreach campaigns for organizations supporting women

Business Operations & Systems Development
Document workflows and standard operating procedures
Organize digital files, resources, and business materials
Create project management systems
Support general business operations

Notes:
Job responsibilities listed above include potential areas of engagement. Responsibilities can be customized based on interests and skills. No specific major is preferred as long as applicant can discuss the subject matter responsibly and authentically. We can work together to create a focus that aligns with applicant's learning goals and business needs.
Flexible scheduling is possible as long as it fulfills the number of hours required and as long as applicant is, or is open to becoming, self-directed, transparent, and communicative.
We are in a pivotal growth phase at this time, intern may experience ambiguity and a lack of established systems in some areas and will also has the opportunity to gain authentic startup experience building systems from the ground up.

Primary Contact: Karen Patwa -

LaMotte Chemical Products Company, Chestertown, MD./Newark, DE.

Founded in 1919, LaMotte Chemical Products Company is a leading innovator in the field of water quality analysis, dedicated to advancing accessible science through chemistry, engineering, and design. As a mid-sized, privately held manufacturer located in Chestertown, Maryland, LaMotte develops and produces test kits, digital instruments, and reagents that help users around the world measure and improve water quality. Our customers span industries ranging from environmental monitoring and aquaculture to education, laboratories, and industrial process control.

As a small business with global reach, LaMotte provides an entrepreneurial environment where innovation, collaboration, and hands-on learning are central to our mission. The company continues to grow through a blend of scientific research, in-house manufacturing, and market-driven product development. Interns will gain direct exposure to the processes that drive a successful science-based enterprise—including product design, R&D, marketing strategy, operations, and customer engagement—all within a company that retains the flexibility and creativity characteristic of a small business.

The Whitehead Internship at LaMotte offers students the opportunity to:

• Participate in real-world projects that connect chemistry, business strategy, and entrepreneurship.
• Collaborate with scientists, engineers, and marketing professionals to bring new product ideas from concept to market.
• Gain insight into how innovation happens in a manufacturing setting that blends scientific rigor with business agility.
• Contribute to ongoing initiatives that expand LaMotte's presence in education, sustainability, and international markets.

LaMotte's culture is grounded in curiosity, craftsmanship, and a passion for meaningful impact—making it an ideal partner for students interested in exploring how entrepreneurial thinking drives innovation within a small business enterprise.

Technology Innovation Intern:

Duration & Format
8–10 weeks, full-time (Summer 2027)
Format: In-person
Location: Chestertown, Maryland *OR* Newark, DE

Reports to the VP of Technology, Product Manager, or Director of R&D

Overview (Brief Description)
The Technology Innovation Intern will help LaMotte identify and assess new technologies that could enhance our water quality testing products. Working within a small business environment, the intern will experience how entrepreneurial decision-making drives innovation—from discovering new opportunities to evaluating commercial viability and market fit.
This role directly supports the Whitehead Fund's goals by providing hands-on exposure to entrepreneurial problem-solving and small business enterprise operations, where technical and business considerations intersect.

Key Responsibilities
• Research emerging technologies in analytical chemistry, sensors, and water quality testing.
• Evaluate commercial potential and feasibility for integration into LaMotte's product line.
• Collaborate with R&D, product management, and marketing teams to align technology discoveries with customer needs.
• Prepare concise reports and presentations summarizing findings and recommendations.
• Participate in team meetings focused on innovation strategy and business growth.

Learning Outcomes
Interns will:
• Gain experience in technology scouting, market analysis, and entrepreneurial innovation.
• Learn how a science-based small business identifies, evaluates, and invests in new technologies.
• Strengthen analytical, communication, and strategic thinking skills.
• Understand how innovation, product development, and business agility contribute to sustainable growth in a small enterprise.

Primary Contact: Joshua Mertz, HC '06 - jmertz@lamotte.com
Secondary Contact: Lindsay Shaffer - lshaffer@lamotte.com

MAXSA Innovations LLC, Fairfax Station, VA.

MAXSA Innovations is a company that Skip West started 22 years ago to develop innovative automotive accessories and solar and battery powered lighting products. Our products are consumer oriented and help make the world and consumer's lives better. MAXSA sells an array of products in the lighting and automotive accessories markets. Our lighting products range from deck lights to flood lights and our automotive accessories cover everything from heavy duty traction mats for extreme conditions to parking aids. We're working on a revolutionary car safety system to prevent rear end car accidents and hitting deer when driving down the road. Our goal is to lower the millions of accidents, injuries and fatalities that occur.

Whitehead Intern: ******Transcripts REQUIRED******

We are a small company and interning with us means joining our family. After you join, you will immediately be integrated into our culture and business process. You will play a key role at MAXSA by providing support to every department at the company, doing any and everything related to entrepreneurship and business. You will work on marketing, sales, operations, and logistics. You will sit in on important business meetings and be given the floor to offer your own opinion. You will have the freedom to direct parts of MAXSA's business how you see fit.
At its core, interning at MAXSA is an opportunity to learn about entrepreneurship. MAXSA offers you an incredibly dynamic learning environment that will present you with new, exciting challenges everyday. You will learn to understand and develop the skills necessary to run a successful business. To do so, however, you must be willing to try new things and fail. If you are a motivated, curious person with a desire to learn and grow this position is for you.
As an intern you will be given a unique opportunity to focus on areas of business you would like to learn more about. We will develop specific projects for you based on your background and expertise.

Interns would gain the following experiences:
- How to market and sell products and how to take products to market
- Distribution and logistics
- Customer Service

• Operations
• A chance to learn ALL sides of how a business runs
• How to start and manage a company
• How to solve pressing issues that directly affect business outcomes
• How to develop products and build them

What we are looking for in a candidate:
• Someone who is confident and comfortable operating in uncharted territory regarding experiences and skills.
• Someone who is willing to take ownership and responsibility.
• Someone who is willing to speak their mind in a constructive manner.
• Someone who thinks through problems and figures out a practical solution.
• Someone who can interpret ideas and put them into practice.
• Someone who can communicate information effectively.
• Someone who operates and thinks ethically and respectfully.
• Someone who wants to make the world a better place.

General Skills:
• Proficiency with Microsoft Office applications.
• Strong organizational skills.
• Strong communication skills.
• Writing skills.
• Interpersonal skills.
• Decent levels of fitness to occasionally assist with movement of product.

We are located about 30 minutes by car from Washington DC, so there is an opportunity to experience all DC has to offer over the summer as well.

Internship Length: 10 weeks. We offer some travel time. Housing is usually available.

Primary Contact: Skip West, HC ‘77 - Skip@maxsainnovations.com

Minnesota Wind Chill (Professional Men's Ultimate Frisbee) - Minneapolis/St. Paul, MN

The Minnesota Wind Chill are Minnesota's professional men's ultimate frisbee team, competing in the Ultimate Frisbee Association (UFA). Our home games are played at Sea Foam Stadium in St. Paul from May through August, where we put on a professional game-day experience for fans and families across the Twin Cities. Our nonprofit arm, the Minnesota Wind Chill Foundation, grows the sport through youth camps, clinics and community programs in the state.

Two Internship Roles Available for Summer 2027:

The AI Systems & Operations and Business Operations & Growth internships offer students a direct role inside a growing professional sports organization, in line with the Whitehead program's focus on entrepreneurship. Our front office builds revenue across ticketing, sponsorships, merchandise and youth programs, and both interns will work alongside our staff and get hands-on experience in how those pieces come together to run a professional sports season. One intern will study how the front office and the Minnesota Wind Chill Foundation operate, then design AI-driven tools, automation and data reporting that make those operations more efficient and easier to scale. The other will work across sales, marketing, community programs and analytics to help grow the business. Both interns will help run professional game days.

Both internships are full-time (about 40 hours per week) for 8–10 weeks during summer 2027, with a flexible start date. The roles are hybrid: interns will have office space and are expected to work in person at least a few days a week, with flexibility to work remotely at times. Both interns will join our game-day operations crew at summer home games at Sea Foam Stadium in St. Paul, which are mostly on weekends.

AI Systems & Operations Intern:
This Whitehead intern will help the Wind Chill front office use AI to work more efficiently and build systems that last. Working mainly in our Claude environment, the intern will examine how work gets done across ticketing, sponsorships, camps, marketing, fan engagement and the

Minnesota Wind Chill Foundation, then build AI tools and workflows the team keeps using after the summer ends. The intern will report directly to Tyler Anderson, Assistant General Manager, and Ben Feldman, Head Coach and General Manager. The intern's main responsibilities will be to:
Map how the front office and Foundation handle key workflows (ticket and group sales, sponsor reporting, camp registration and staffing, Foundation donations and fundraising, scheduling, and more) and identify where AI and new systems can have the biggest impact.
Build, test and document AI-assisted tools in Claude for those workflows, such as sales prospecting and lead lists, sponsor recap reports, email drafting and inbox organization, and automated schedule or availability tracking.
Pull ticketing, merchandise, camp, sponsorship and other business data into simple dashboards that help ownership make decisions.
Apply AI tools to grow our Shopify online store, optimizing product listings, analyzing sales trends and supporting merchandise promotions.
Write clear how-to guides and train staff so every tool can be run and maintained.
Support other departments with AI projects and other tasks as needs come up during the season.
Work home games with the game-day operations crew, help capture attendance, sales and fan feedback data, and potentially help host watch parties for away games.

This internship will also aim to expose the intern to how a growing sports organization adopts new technology: choosing what to automate, measuring the time and revenue impact, and turning a prototype into a tool people rely on.

Qualifications and Education Requirements

Rising college sophomore, junior or senior. Any major accepted, but must exhibit demonstrated interest in technology, entrepreneurship or sports business.

Required Skills
Curious about AI tools and comfortable learning new software quickly
Comfortable with data and spreadsheets (Excel or Google Sheets)
Organized, detail-oriented and able to work independently
Clear writer who can explain technical work in plain terms to anyone on the team
Some coding experience (Python or SQL) is a plus, not a requirement

Business Operations & Growth Intern:
This Whitehead intern will get a full view of how a professional sports organization runs, working across the departments that drive our summer season. The role is intentionally broad: the intern will gain experience in sales, marketing, community programs, analytics and game operations, with projects shaped around their interests and our biggest needs. The intern will report directly to Tyler Anderson, Assistant General Manager, and Dylan DeClerck, Director of Partnerships and Executive Director of the Minnesota Wind Chill Foundation. The intern's main responsibilities will be to:

Sales and partnerships: research and contact local businesses and groups for sponsorships and group tickets, help prepare proposals, and track leads and sales.
Marketing and content: help plan promotions and theme nights, support social media, email and website content, and send postgame recap videos to news and media contacts.
Camps and community outreach: help plan and run youth camps, clinics and community events with the Minnesota Wind Chill Foundation, and track participation and impact.
Analytics and film: analyze ticket, merchandise and fan survey data to find growth opportunities, and support game film and stat tracking.
Game days: work home games with the operations crew across setup, box office, sponsor activations, fan engagement and teardown, and potentially help host watch parties for away games.

This internship will also aim to expose the intern to every side of a professional sports business: how revenue is built across tickets, sponsorships, merchandise and programs, how a lean team prioritizes, and how new ideas are tested and put into practice.

Qualifications and Education Requirements

Rising college sophomore, junior or senior. Any major accepted, but must exhibit demonstrated interest in entrepreneurship, marketing, sales or sports business.

Required Skills
Outgoing, confident communicator who is comfortable talking with sponsors, community partners, fans, and families
Able to manage several projects at once, with attention to priorities and deadlines
Comfortable with spreadsheets and basic data analysis
Self-starter who is flexible and willing to pitch in wherever the team needs help
Strong writer; experience with social media, design or video is a plus
Creative thinker who brings new ideas and is open to feedback
Reliable and professional, with a positive, team-first attitude

Primary Contact: Tyler Anderson - tyler@windchillultimate.com

MKThink (merged w/RoundhouseOne), San Francisco, CA.

MKThink is a future-forward design firm grounded in spatial intelligence and dedicated to “Build Less, Solve More.” We work at the intersection of architecture, systems thinking, and strategy—helping institutions make better decisions about space, resources, and long-term impact. Our interdisciplinary team brings together designers, strategists, and analysts to solve complex challenges across workplaces, school districts, universities, and civic organizations.

Whitehead Intern:

We are seeking a summer intern who is a self-starter and curious about how the built environment shapes behavior and organizational outcomes. The intern will support project teams with research and analysis. That means synthesizing qualitative and quantitative data, sometimes from large or incomplete datasets, into clear, actionable insights. Alongside project work, the intern may be asked to test data visualization tools and help contribute to office-wide standards for how we analyze and present information. In return, the intern will work alongside experienced staff, take on one or more defined projects, and see how our work with clients unfolds.

This role suits students who have exposure to a combination of social sciences and quantitative skills, enjoy working across disciplines, and are comfortable taking initiative and asking questions when they get stuck. Strong candidates are also interested in learning to explain complex ideas clearly in writing and visuals.

We’re looking for an interest in the impact of built environment solutions on community strength, human health, environmental resiliency, or learning outcomes, shown through coursework, research, or personal projects.

Skills and Abilities:

- Ability to synthesize research and present findings clearly and effectively.
- Ability to distill quantitative data and/or analysis into clear, concise findings.
- Creative problem-solving skills.
- Verbal, written, and visual communication and storytelling skills.
- Proficiency with Microsoft products (Word, Excel, PowerPoint, SharePoint)
- Familiarity with data analytics, GIS, architectural design tools or Adobe Suite (InDesign, Illustrator, Acrobat) a plus.
- Ability to work independently, prioritize tasks, and ask for help when needed.
- Flexibility in collaborating with project teams and clients. Ability to receive and clarify feedback and adjust accordingly.
- Cover letter and transcript encouraged.

Interests:

The ideal candidate has a demonstrated interest in at least one of the following:

- The impact of built environment solutions on community strength, human health, environmental resiliency or learning outcomes.
- The relationship between architecture, the natural environment and culture.
- The psychology behind human behavior in the built environment.

Primary Contact: Cristina Greavu Pieris - cristina.greavu@mkthink.com

Perkins Eastman, San Francisco, Washington, DC, Pittsburgh

Perkins Eastman is a global architecture and design firm guided by the belief that design can have a positive and lasting impact on people's lives. With more than 1,000 employees in 26 locations around the world, we collaborate seamlessly across borders, barriers, and disciplines to connect people and ideas. Whether conceiving of new healthcare models, reviving a local landmark as a boutique hotel, or helping communities become more resilient, we are united in a dedication to progressive and inventive design that enhances the human experience. If everything is designed, everything we do is HUMAN BY DESIGN.

PE Strategies

Perkins Eastman's Strategies team is embedded across the firm. The team works alongside our architects and designers and directly for our clients (such as fortune 500 companies, institutions, agencies and organizations) to uncover "human-centered" solutions. This work entails specialized market research, organizational visioning, strategy development, client engagement and workshops, and change management support.

The Opportunity

Perkins Eastman offers paid summer internship positions for students. Our college interns are offered a collaborative and congenial work environment with an opportunity to work on projects as fully integrated members of our design teams participating in learning sessions focusing on various aspects of delivering a successful project for our clients. Participants will also enjoy the rich and diverse culture of the firm and the broader community through lectures, project tours and events.

Job Responsibilities:

Responsible for project work, as assigned by the team leadership, in various phases of the project.

Participates in design development with the client and team, through various means of communication and delivery.

What We're Looking For

Skills

- Quantitative and analytical skills building from your work in the social sciences, economics, growth and structure of cities, statistics etc.
- Visual, verbal and/or written communication skills
- Ability to use Microsoft Excel and PowerPoint
- Ability to work collaboratively in teams

Preferred Skills

- Statistical modeling
- Familiarity with data visualization tools - such as Power BI, Tableau, or mapping tools
- Exposure to survey design, research methods, or scenario planning

Interests

- Interest in designing repeatable research processes and frameworks
- Using data, economics, and/or statistics to inform decisions
- Competitive analysis across industries and geographies
- Creating proprietary research frameworks that improve how insights are generated and applied

If you're curious, creative, and excited to turn research into insights that make a real impact, we'd love to hear from you.

Primary Contact: Jarvis Cook - j.cook@perkinseastman.com

Pittsburgh Riverhounds SC, Pittsburgh, PA (USL men's soccer team)

The Pittsburgh Riverhounds organization includes Pittsburgh Riverhounds SC, Pittsburgh Riveters SC, the Riverhounds Development Academy, F.N.B. Stadium, and AHN Montour Sports Complex.

Pittsburgh Riverhounds SC have been Pittsburgh's premier professional soccer team since its inception in 1999, and play in the United Soccer League, one of the largest and fastest growing professional soccer organizations in North America. In 2024, the organization introduced the Pittsburgh Riveters, a women's soccer team set to begin their inaugural season in May 2025.

Summer 2027 Rotational Associates

The Riverhounds are seeking associates for the summer 2027 season. This position provides undergraduates with an overall learning experience that creates a solid understanding of the business side of professional sports and entertainment. Pittsburgh Riverhounds associates will have the unique opportunity to contribute to the operation of a successful sports franchise including two new sports venues, Highmark Stadium and the AHN Montour Junction Sports Complex. In addition to gaining valuable experience in Club and Stadium business operations, Pittsburgh Riverhounds associates will also have the opportunity to engage and contribute to venue logistics and operations. There will be a heavy emphasis on customer service and providing a safe, fun, and overall enjoyable experience for all fans. Our Associates will contribute to our core values of providing affordable family entertainment, growing the game of soccer and making memories for our local community. This position is for college students using the program for college credit. The associate will also contribute to other areas as needed.

All associates will get exposure to ticket sales, marketing, corporate partnerships, and event operations. Associates will provide administrative and operational support for the development and execution of day-to-day Riverhounds/Riveters activities. This includes, but is not limited to game day revenue development initiatives, game day operations and promotions, off-site marketing events, etc.

Duties include but are not limited to:
- Assisting the prospecting, planning, development and execution of community events, programs, and initiatives
- Look for opportunities to work with new community partners and programs
- Be a good teammate, contribute positively to a winning culture, and be respectful
- Be able to communicate and express yourself both written and verbally
- Contribute to social media content and strategy
- Serving as a liaison with participating groups for game-night entertainment activities ranging from on-field contests to concourse tables
- Managing concourse activities, contests, and data collection practices (Enter-to-Win raffles, etc.)
- Participating on the Riverhounds/Riveters Game Night Staff assisting with the fulfillment of Fan Experiences and other Community Relations Activities
- Assisting Director of Stadium Operations in keeping the stadium in top shape
- Organize kids and groups during events, including pre, half, & post-game Riverhounds/Riveters experiences
- All other duties as assigned

Qualifications:
- Be available for 75% of Riverhounds/Riveters home games during the summer term
- Passion for Soccer is preferred
- Excellent customer service and time management skills
- Ability to handle multiple projects and prioritize under a heavy workload
- Develop self and others through strong leadership skills
- Passion for working with others in a team setting

Primary Contact: Kenzee Johnston - KJohnston@riverhounds-sportsgroup.com