

Chesapeake Visions, LLC

(Capital Factory) 701 Brazos St, Suite 1600
Austin, TX 78701

(Spark) 8 Market Place, Suite 300
Baltimore, MD 21202

Chesapeakevisions.com

CHESAPEAKE VISIONS
FROM INNOVATION TO MARKET

Internship Position – Technology Commercialization Strategy Operations / Market Research Analyst

WHO WE ARE

Chesapeake Visions, LLC (CV) partners with world leading researchers, entrepreneurs, and investors to conduct market research and analysis, evaluate product-market fit, and perform commercialization planning for groundbreaking new technologies and services.

Leveraging a network of consultants, analysts, investors, current and former c-level executives, and serial technology entrepreneurs, CV identifies and evaluates the potential markets for a new product while finding challenges that must be navigated during the commercialization process. Some of these challenges include evolving market dynamics, intellectual property and regulatory hurdles, supply chain complexity, and competition. CV's strategic market insight gives entrepreneurs the freedom to focus on product development knowing that they are developing a valuable product to fill an unmet need in the correct market(s).

Chesapeake Visions has partnered with researchers and inventors at Johns Hopkins University, University of Maryland College Park, and University of Maryland Baltimore County, as well as technology entrepreneurs and startup companies receiving federal and private investment. Emphasizing customer development, CV conducts 1-on-1 interviews with potential customers, stakeholders, and key opinion leaders to create a comprehensive overview of the market for a new technology or service.

Chesapeake Visions has helped 30+ ventures raise over \$20 million in public and private investment. We look forward to continuing to support and foster innovation ecosystems nationwide.

WHO YOU ARE

Chesapeake Visions is seeking an Operations / Market Research Analyst to support company operations, including hands-on project management support. This is an intensive, entrepreneurial role with an emerging project management consulting company.

This position will report to the Director of Commercial Discovery and will play a key role in our customer and market discovery efforts by conducting secondary and primary market research, performing lead generation, collecting and analyzing data, and performing surveys and interviews. The analyst will also provide administrative and business development support as needed.

This is a great opportunity for a highly-motivated student/individual interested in careers paths in entrepreneurship, consulting, project management, market research, biotechnology, and technology commercialization.

Responsibilities:

- Project Management
 - Market Research
 - Primary research – surveys, interviews, etc.
 - Secondary research – market reports, literature searches
 - Market segmentation and sizing
 - Competitive landscape analysis
 - Lead Generation – internet searches and networking
 - Market outreach – emails and phone interviews
 - Data collection – quantitative and qualitative analysis
- Operations Management
 - Project Pipeline database – former, current, and future project overviews
 - Systems and Platforms
 - Trello – project and task management
 - Excel – database management
 - Slack – internal messaging
 - Admin
 - Coordinating / scheduling meetings
 - Follow-up actions from events and meetings
 - Business Development
 - Content Marketing
 - Events

Minimum Requirements:

- Has earned or working towards a Bachelor's or Graduate degree in business, marketing, entrepreneurship, market research, communication, engineering, biotechnology, or related fields
- Systems-oriented
- Proven ability to work independently and under limited supervision
- Strong interpersonal skills
- Highly organized
- Self-motivated
- Entrepreneurially-minded
- 1-2 years of project management experience preferred

Job Type: Part-Time

Location: Austin, TX / Remote

Start Date: ASAP

Duration: 3-6 months / *can lead to full-time role

Interested and qualified applicants please email resume and a brief statement of interest to:

Thomas.starr@chesapeakevisions.com