



Student Opportunities at the Austin Technology Incubator

The Austin Technology Incubator (ATI) seeks highly motivated UT Austin students for exciting professional experiences working with early-stage, rapidly growing companies in our deep tech portfolio. Students may focus on our cleantech member companies or support internal ATI projects. We offer both paid and unpaid positions and participation may count towards class credit, internship requirements, or volunteer hours. Graduate and undergraduate students from all majors may apply.

ATI Overview

The Austin Technology Incubator (ATI) is the deep tech incubator of The University of Texas at Austin. Founded in 1989, it is also the longest active technology incubator in the United States. For over 30 years ATI's mission has been to empower university and community entrepreneurs through a customized approach to effectively commercialize their breakthrough innovations and compete in the global marketplace.

Through partnerships with investors, trusted professional, corporate and strategic partners as well as universities and other community affiliations, we are dedicated to supporting deep tech solutions that will become the future for today's global challenges. We are an engine to growth and a stimulator to meaningful and proven economic development.

By "deep tech" we mean startup solutions founded on breakthrough scientific discoveries and engineering innovations, particularly with a focus on sustainability applications (circular economy, energy, food & agtech, mobility, and water). Our sustainability program has its origins in the Clean Energy Incubator, which was founded in 2001 as one of the first incubators dedicated solely to clean technologies.

Student Opportunities

ATI is seeking highly motivated UT students, both graduate and undergraduate, for exciting professional experiences that provide the opportunity to work with early-stage, rapidly growing companies. Positions are available within each vertical as well as those supporting ATI overall on a variety of projects.

ATI has opportunities available for students in two categories:

- **Student Associates**
- **Student Fellows**

Student Associates are paid positions while Student Fellows are unpaid and may count towards class credit, internship requirements or volunteer hours.

In addition to the duties of their specific positions, all Student Associates and Fellows participate in ATI's process of due diligence on applicants and quarterly review of member companies. This global exposure to a broad range of deep tech startups and their business challenges is a unique part of ATI's offering to students.

Student Associates

Student Associates are paid positions which are sponsored by grants and endowments. Depending on the grant or endowment there may be criteria on certain demographics (e.g., graduate students). Student Associates are paid at the rate of \$11 per hour for undergraduates and \$15 per hour for graduate students. During the fall and spring semesters, appointments are available for up to 20 hours per week. During the summer semester, appointments can be made for up to 30 to 40 hours per week.

The following Student Associate positions are available with the listed roles and responsibilities:

- *Sustainability Student Associate*
 - Support the Director of Sustainability in managing the sustainability pipeline. Specific responsibilities include overseeing the process of recruiting and admitting new cleantech companies to ATI, which involves evaluating business plans, meeting prospective companies, and providing feedback to applicants. In addition, the students will conduct PR and marketing efforts with the objective of identifying and recruiting new ATI applicants for the portfolio.
- *Communications/Marketing Student Associate*
 - Support the Director of Communications and the ATI team in managing marketing and public relations for ATI and all member companies. Specific responsibilities will include writing copy for press releases, managing the marketing strategy, supporting promotion of ATI and partner events and other key communications activities.
- *Data Student Associate*
 - Support the Executive Director and the ATI team in developing and maintaining key data assets of the incubator, including a CRM of past and present applicants and member companies; a database of investors and VC firms which invest in Texas startups in our vertical areas; KPIs and metrics of the incubator and our portfolio; and ATI marketing data.

Student Fellows

While ATI has a limited number of Student Associate positions, we are able to offer numerous unpaid positions as Student Fellows which can fall into one of the following categories:

- *Fellowship* – internship requirement of a class (e.g., Venture Fellows, CleanTech Fellows, etc.) or degree (e.g., Full-time MBA, etc.)

- *Independent study/class practicum* – project specific opportunities tied into class credit
- *Volunteer* – eagerness to learn more about sustainability and/or entrepreneurship

Student Fellows participate in hands-on activities throughout the semester that provide them a unique entrepreneurial learning experience – exposing them to the trials and tribulations of starting a business (particularly with the unique challenges of deep tech and cleantech) as well as the overall entrepreneurial ecosystem. The position provides extensive opportunities to network and build relationships which can be invaluable as students work towards defining their career path post-graduation.

Fellows will be assigned specific projects for either ATI and/or our member companies to work on as listed below. In addition, they will be provided the opportunity to participate in the evaluation process of new companies applying to ATI.

Company Projects

Company projects are sourced at the beginning of each semester and are assigned based on need, interest and priority with all efforts made to align project requirements with Student Fellows' interests. Examples of potential projects for companies include:

- Buildout of financial pro-formas
- Development of go-to-market strategy
- Creation of investor pitch deck
- Competitive analysis
- Business development
- Etc.

ATI projects

ATI projects vary from semester to semester. They may include special events and programs that ATI carries out with ecosystem partners. They may also include business and market research topics of importance to ATI and our member companies. Examples from recent years include:

- A large investor event matching impact investors with cleantech companies for one-on-one meetings
- An accelerator program for "built environment" startups conducted for a national research laboratory
- Developing a database of VC firms and angel investor groups which fund cleantech startups in Texas
- Researching funding events and other milestones of former ATI member companies

Requirements

Student Associates and Student Fellows are high-profile positions which provide the public face of ATI to the startup, cleantech, and UT communities and are critical to the success of the incubator.

These are competitive and selective positions. We are seeking self-directed graduate and undergraduate students from all majors with a demonstrated interest in working with early-stage start-up companies and

the investor community, the ability to analyze business plans and business concepts, and excellent communication skills. The interns must be able to provide feedback to prospective companies in a professional manner. Other key skills include:

- Ability to analyze business plans (experience is a plus)
- Excellent communication and organizational skills
- Ability to take initiative, define project requirements, establish action plans, and meet deadlines
- Market research and/or consulting experience is a plus

To apply

Please submit an application for a Student Associate or Student Fellow on the ATI website at <https://ati.utexas.edu/student-application/>. For any questions, please contact the ATI team at info@ati.utexas.edu.

ATI is a program of The University of Texas at Austin. Our goal is to foster the development and growth of deep-tech companies focused in sustainability and cleantech technologies. For more information, please visit our website at <https://ati.utexas.edu>.