

## **BUSINESS DEVELOPMENT - SUMMER INTERN**

*Based remotely (US only)*

### **Your mission**

[Patch Caregiving](#) is the first and only childcare benefit designed specifically to meet the needs of the hourly workforce. Born out of two years of research at Stanford, Patch is a fast-growing, venture-backed start-up that is already working with some of the [nation's largest employers](#). Patch is looking to bring on a business development summer intern to work closely with the founding team and to help us grow our childcare product. You'll work to identify new target customers, lead pitches, and build new partnerships. You will immerse yourself in the experiences of the families and employers we serve, and craft and execute a strategy to deliver our solutions in ways that are faster, more efficient and more impactful. You'll work closely with our co-founding team, both of whom are GSB alumni. Want to learn more? Email [jobs@patchcaregiving.com](mailto:jobs@patchcaregiving.com).

### **In this role, some of your responsibilities will include:**

- Refining Patch's target customer profile
- Working to identify and help build new customer relationships
- Systematizing business development processes
- Contributing to creating a positive team culture (including organizing team events)
- Reporting directly to the co-founding team, adding analytical or operational support to high-priority projects as needed

### **Characteristics of our ideal candidate**

We serve a diverse set of customers and families, and we expect our team to embody that diversity. In particular, we invite applications from people from traditionally under-represented backgrounds, especially those with experience holding an hourly job while caring for family members.

### **If you are a fit for this role...**

#### **You're probably excellent at:**

- Setting short and long-term goals autonomously, and prioritizing them
- Working with and communicating to a diverse set of stakeholders
- Switching adeptly between a strong attention to detail and the big-picture vision
- Staying organized and meeting or beating deadlines while juggling multiple tasks

#### **You likely have:**

- Experience working in sales or business development (ideally at an early stage start-up)
- An alignment with Patch's mission
- Desire to work at an early-stage start-up
- Experience building decks for a variety of audiences

### **Ready to apply?**

Send us an email at [jobs@patchcaregiving.com](mailto:jobs@patchcaregiving.com). Include your resume and a short paragraph about what excites you about the role and why you'd be a great fit