



Wharton Impact Venture Associates – Associate Description

Commitment: 1 academic year, 6-8-hours per week each semester. **Fall dates:** September 21 – December 10, 2020. **Spring dates:** January 19 – April 28, 2021 (dates subject to change). **This is an unpaid educational learning experience with the exception of the award process listed below.**

Keywords: Deal Sourcing, Due Diligence, Impact Investing, Valuation, Venture Capital

Background

Wharton Social Impact Initiative (WSII) recognizes the vital role that traditional capital markets and business can play in tackling the world's most pressing social and environmental challenges. WSII has a strong focus on impact investing—a strategy for generating positive social and environmental impact alongside financial returns. In 2018, WSII, created a new impact investing program to execute real impact investments, and over time, to create a best-in-class impact investing vehicle.

Program Description

In accordance with the University's decision surrounding remote work, this program will be conducted remotely for the fall semester. All program trainings and industry chats will be virtual, and all participants are still expected to attend one or more virtual check-ins per week with WSII staff and other associates during agreed upon meeting times. We will continue to monitor University guidelines for the spring, and staff will announce before Winter Break any changes to the remote model.

The Wharton Impact Venture Associates (“**WIVA**”) program is an exclusive program involving a small cohort of high performing students. In its first two years, the WIVA team successfully sourced over 800 impact investing opportunities, and executed over \$2m in real impact investing deals. WIVA mirrors typical investment fund activities, and Associates will have access and exposure to deals, entrepreneurs, investors, faculty, and other partners. As such, there is a high bar in terms of the quality of work that is expected. The program is managed by a full-time WSII staff member and Wharton alum with significant investing experience. Teams will be composed of primarily **Wharton MBA students and undergrad students**, and in order to catalyze cross-disciplinary innovation and performance – will also include other Penn students, including students from **Penn Engineering** and **Penn Medicine**.

The main activity will be investment related:

- Investments: Identifying market opportunities, sourcing impact investments, conducting due diligence (basic financial analysis and valuation; basic legal due diligence), presenting impact investments, and executing deals.

Associates will be expected to accomplish the following:

- Actively and independently source transactions
- Prepare detailed sector maps to identify gaps / opportunities
- Conduct due diligence on deals
- Prepare investment presentations
- Advise on, and conduct impact assessments
- Present viable investments at Investment Committee meetings
- Draft fund marketing documents



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- When required, interact and correspond with senior executives at funds (LP and GP), partner institutions and business executives

Qualifications: We are seeking a diverse range of candidates that meet most/all of the following attributes and skills:

Graduate Students

- Current Wharton / Penn student
- 2+ years of investment experience and / or management consulting experience preferred
- Ability to commit a minimum of 8 hours a week to this project (required)
- Strong research, written, and verbal communication skills
- Strong time management and interpersonal skills
- Hustle

Undergraduate Students

- Current Wharton / Penn student
- Previous finance experience (internship or Fellowship) preferred
- Ability to commit a minimum of 8 hours a week to this project (required)
- Strong research, written, and verbal communication skills
- Strong time management and interpersonal skills
- Hustle

Supplementary Information for Penn Engineering or Penn Medicine or other Penn Students

- Business experience outlined above is not required
- Ability to find and present opportunities using your expertise is an advantage

Participation in the WIVA program is contingent upon the following:

- A full academic year commitment to the program
- Consistent participation in the activities listed above
- Completion of the **end-of-semester survey** for each semester participating in WIVA and a **500-word blog post** or other form of media on any social impact topic, to be potentially published on the WSII website

To apply: We will be accepting applications and conducting interviews on a rolling basis. Submit your resume via [this application](#) by **11:59pm on Wednesday, September 9th**. Only candidates moving to the interview round will be notified.

We understand that some students rely on stipends to make their participation possible. Students applying to WIVA are eligible to apply for a \$1,000 award to be issued at the end of each semester. See the application for more details.

Questions: Contact wiva-wsii@wharton.upenn.edu

About Wharton Social Impact Initiative



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[Wharton Social Impact Initiative](#) (WSII) is Wharton's cross-disciplinary center for research, training, and outreach to strengthen business-based solutions to social and environmental challenges. Our mission is to build the evidence, talent, and community to advance business solutions for a better world.