Intern Opportunity
(AzCI)

The Arizona Center for Innovation (AzCI) is a technology innovation center located at the UA Tech Park. AzCI promotes technology development and commercialization. AzCI is located at the UA Tech Park located at Rita Road and I-10 in Tucson, Arizona.

AzCI supports the efforts of start-up and emerging ventures in completing their technology validation and commercial feasibility to get ready for market entry. The internship program at AzCI provides an excellent opportunity for students to get real life, hands-on experience in a highly entrepreneurial and high-tech environment.

Start-up ventures at AzCI span a wide range from IT to materials and optical sciences and life sciences. The commonality with those ventures is that they are innovative and can benefit from students that ideally combine business with technical and science background or interest.

**Internship Opportunities:**

AzCI is in need of up to two interns to provide support in business development for the technology start-up ventures. The goal is to support a technology start-up company with a specific project that allows the student intern to apply learned concepts. The deliverable is a finite useful outcome, such as a white paper and presentation. Hands-on training for skills necessary may be provided. This is a non-paid, for credit only internship that could lead to a paid position in the spring semester.

The selected candidate may assist with any or several of the following opportunities, based on interests, skills and specific needs of the technology startup:

- Conduct customer discovery based on Business Model Canvas and Lean principles
- Conduct secondary market research for a new product or service
- Conduct market research for a specific industry
- Develop competitive analysis
- Update and enhance the prospective customer database
- Provide a long term Sales and Marketing Plan, including the infrastructure for the corresponding marketing techniques
- Develop, update and/or improve five-year financial scenarios
The ideal candidate for this position will have the following qualifications:

- Pursuing a degree in business, marketing, information systems or a combined technical/business program.
- Understanding of market research concepts
- Knowledge of entrepreneurship concepts
- Independent and self-starter
- Ability and willingness to contribute ideas and thoughts to the team
- Excellent verbal and written communication skills
- Proficiency in MS Office

**Mentors**: Each intern will be assigned to a “mentor” in the office who will guide the project and provide support to the intern. Mentors will be assigned to interns based on the relevance of the project he or she proposes for interns. Mentors are responsible for:

- Weekly or Bi-weekly intern meetings to monitor project progress
- Determining all milestones and deliverables, in addition to those required for class credit or scholarship
- Create a written document describing the project, timelines and set of deliverables
- Written evaluation of intern and his or her project work
- Certificates of completion will be provided to interns and letters of acknowledgement on request
- Student Intern will work with the oversight of the AzCI Entrepreneur in Residence and Director

**Intern Requirements**:  
- Interns must register for course credits (typically 2 or 3 class credits)
- Work hours will be agreed on between the mentor and intern (typically about 10-12 hours per week)
- Participation in intern orientation is mandatory
- Deliverables – all interns will present their project/research to the staff
- Interns will provide a written deliverable, appropriate to their project
- Interns will provide copies of presentations, deliverables, and any back up research to their mentor as well as the intern coordinator
- Interns will provide feedback to both their mentor and the internship coordinator regarding the quality and nature of their internship
- On-site work at the UA Tech Park is mandatory (Interstate 10 & Rita Road location)

**For more information and to apply:**
Send your resume and cover letter to Brenda Hough, Internship Coordinator, at bhough@uatechpark.org or call (520) 382-2453.