# General Information

**Program sponsor:** Princeton Environmental Institute  
**Position number:** E1BOX2  
**Project title:** Solar Market Strategy Internship - Engineering  
**Organization/research group:** BoxPower Inc.  
**Primary location(s) of internship:** Grass Valley, CA  
**Additional cities and/or countries to be visited (if applicable):** Washington D.C., San Juan Puerto Rico

*Note:* If this internship is located in a country with an International SOS risk rating of High or Extreme, final candidates must participate in a travel review process overseen by the Travel Oversight Group (TOG), and obtain safety guidance prior to departure. The University reserves the right to revoke support and funding for travel at any time there has been a significant deterioration in the safety and security conditions surrounding travel arrangements, or in the sector of the country, or countries, where travel is to occur.

# Faculty Sponsor(s)/Host Information

**Name(s):** Angelo Campus  
**University Department(s):** Environmental Entrepreneurship  
**E-mail:** angelo@boxpower.io  
**Website:** www.boxpower.io  
**Phone:** 530-798-9509

# Internship/Research Project Information

**Internship/project description:**  
BoxPower Inc. manufactures prefabricated solar microgrids in 20 foot shipping containers as a reliable and cost-effective alternative to diesel generators, which are responsible for 8% of global greenhouse gas emissions. BoxPower is accepting applications for an interdisciplinary team of interns to work collaboratively on a ‘new-market-entry strategy’, including the technological, financial, cultural, and logistical requirements for entry into new solar markets.

Responsibilities will include market research and selection, product management and development, financial modeling, customer surveying, and relationship building, as well as presentation and pitch formulation.

The end result will be a formal go-to-market strategy document, with accompanying presentation and PowerPoint pitch outlining the opportunity, challenges, and actionable milestones.

**Student's role and responsibilities:**  
BoxPower’s Solar Engineering Intern will work alongside BoxPower’s Co-Founder and Director of Engineering, Michele Nesbit, on existing projects that are being developed, and deployed. Once familiar with BoxPower’s technology, the Intern will work with the New Market Entry Team to develop a complete go-to-market strategy for a (potentially) new product / new market. The following will be the Engineering Intern’s responsibilities for the project:

- 3D design models of new and existing products  
- Perform cost analysis for the manufacturing of new and existing products  
- Develop production protocols for new and existing products  
- Specify product requirements, deployment strategy, & supply chain for new and existing products
Internship/project learning objectives:
Product development requires collaboration and strategic modeling. The New Market Entry project is intended to provide a start to finish go-to-market strategy for a new or existing product. Learning objectives for the project will include: Hands-on experience working in a fast-moving startup environment. Exposure to cutting-edge microgrid technology and business models. Opportunities to participate in high-level strategy formulation and execution. Develop skills for designing micro-grid product offerings. Determine product viability in new and existing markets. Create technology development roadmap for go-to-market strategy.

PROGRAM REQUIREMENTS

Academic background and any course pre-requisites:
Required: Engineering Major
(Suggested): Introductory Entrepreneurship and Social Entrepreneurship courses. Introductory renewable energy / sustainability courses.

Technical skills:
2D and 3D design/modeling. Product design and management.

Additional training(s):

Equipment:
All students must bring a laptop. Car recommended but not required.

Physical demands:
None required, but we are located in the mountains surrounded by incredible hiking, swimming, and rock-climbing destinations.

Language abilities/competencies (if applicable): (not required, but helpful) French, Spanish, Chinese

Additional information about the internship/project:
Join us in bringing affordable, reliable renewable energy to underserved communities around the world. Selected students will need to complete workplace safety training prior to the start of the internship.

INTERNATIONAL TRAVEL REQUIREMENTS (if applicable)

Visa(s) required? Yes [ ] No [ ]
Research permit/pass required? Yes [ ] No [ ]
Immunizations required? Yes [ ] No [ ]

INTERNSHIP/PROJECT SUPERVISOR(S)

Name and title of primary supervisor: Anderson Barkow, VP of Finance
Email: anderson@boxpower.io  Phone: 1-406-570-5780

Name and title of additional supervisor: Michele Nesbit, VP of Engineering
Email: michele@boxpower.io  Phone: 1-530-277-3038

PROGRAM DATES AND FUNDING INFORMATION

Weekly Stipend: $500  Number of Positions Available: 2
Tentative Start Date (mm/dd/yyyy): 06/01/2018  Number of Weeks: 8-12
Tentative End Date (mm/dd/yyyy): 08/31/2018  Note: PEI funding is for full-time work, 35 hours per week minimum, and for a period of at least 8 continuous weeks.

Application Deadline: January 11, 2019