**GENERAL INFORMATION**

**Program sponsor:** Princeton Environmental Institute  
**Position number:** E1BOX3  
**Project title:** Solar Market Strategy Finance Internship  
**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  
**Phone:** 530-798-9509  
**Website:** www.boxpower.io

**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 Finance Intern will work alongside BoxPower’s Co-founder and VP of Finance, Anderson Barkow, to research and develop a rigorous market report and financial model to justify new market entry.  

- Develop practical cost optimization and financial model that would appeal to customers in the new market.  
  - This may include key financing partners, incentive programs, or blended finance models.  
- Perform in depth market research and competitive analysis  
- Work with “New market entry team” to identify responsibilities based on experience and interest  
- Work closely with BoxPower’s VP Finance on selected side projects
Internship/project learning objectives:
Deciding if a market is viable often comes down to the money and structuring financing correctly for your customers. Gain tangible experience tackling these tough questions and working alongside BoxPower’s Co-Founder and VP Finance, Anderson.

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. A real-life immersion into the Lean Startup methodology. Financial modeling and cost optimization. Understanding of financial statements. The applicability of research to product and strategy.

PROGRAM REQUIREMENTS

Academic background and any course pre-requisites:
(Suggested, not required): Introductory Entrepreneurship and Social Entrepreneurship courses. Introductory renewable energy / sustainability courses. Micro/Macro Economics.

Technical skills:
A robust analytical skill-set;
Microsoft Office applications;
Presentation/Power point generation

Additional training(s): n/a

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 student 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 (primary supervisor, if different than host): Anderson Barkow, VP of Finance
Email: anderson@boxpower.io  Phone: 1-406-570-5780

Name and title (additional supervisor, if applicable): Michele Nesbit, VP of Engineering
E-mail: michele@boxpower.io  Phone: 1-530-277-3038

PROGRAM DATES AND FUNDING INFORMATION

Weekly Stipend: $500
Number of Positions Available: 1
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