

# FreeCap Financial

*Business Development Fellow*

Washington, D.C. (Remote)

**Type:** Business Development Intern (May – August), paid or for academic credit

**Level:** Internship or Fellowship

We are a community of passionate social justice advocates who are committed to using finance for good. If you're a thoughtful, problem-solving go-getter, and believe companies are responsible to people and the planet, we want to hear from you!

## **The Company**

FreeCap Financial is a startup financial data company providing socially responsible investing criteria and data to investors. Our data analysis, market intelligence, and investment strategies make it easy for investors to leverage capital markets to create social change.

## **The Product**

FreeCap's flagship product is focused on criminal justice ratings and data. We are on a mission to defund the prison industrial complex and channel investment into companies that support formerly incarcerated workers. FreeCap's ratings define leadership criteria for how companies can be allies to currently and formerly incarcerated workers—and gives investors the transparency they need to hold companies accountable for doing so. Our research team monitors companies' participation in the US prison-industrial complex and rates the ways they positively or negatively contribute to mass incarceration.

## **The Role**

We are seeking a proactive MBA or business student who is passionate about entrepreneurship and interested in gaining hands-on experience in business development within a dynamic startup environment. This internship is an excellent opportunity to engage with various aspects of the business, from strategy formulation to partnership development.

We are looking forward to welcoming an enthusiastic Business Development Intern to our team and fostering a mutually beneficial learning experience. Join us to gain invaluable experience that will propel your career forward while contributing to our exciting journey!

## **Responsibilities**

As a Business Development Fellow, you will be responsible for:

- Assisting in the development and implementation of business growth strategies
- Conducting market analysis to identify new opportunities and understand competitive landscape
- Supporting the management team in the creation of client presentations and proposals
- Collaborating with the marketing team to align strategies and initiatives
- Engaging with potential clients, partners, and stakeholders to build and maintain relationships
- Participating in networking events and webinars to represent FreeCap Financial
- Providing insights and feedback to improve existing business development processes
- Reporting to the business development lead with chance to meet with CEO and COO regularly.

## **Essential Qualifications**

- An alignment to and passion for FreeCap's mission
- A love of learning and genuine curiosity
- Experience managing projects through their full life cycle
- Background in or demonstrated interest in social justice issues
- Currently enrolled in an MBA program with a focus on Business Development, Entrepreneurship, Marketing, or a related field
- Strong analytical and problem-solving skills
- Excellent communication and interpersonal skills
- Self-motivated with the ability to work independently and as part of a team

## **Desirable Qualifications**

- Understanding of the US prison system
- Familiarity with Corporate Social Responsibility Reports and SEC filings
- Familiarity with AirTable or other relational databases
- Prior experience in a business development or sales role is a plus
- Proficiency with HubSpot software
- A strong network of relationships and contacts throughout the professional market research industry, including academia, government, and the private sector
- Experience managing teams
- Experience working in a fast-paced, start-up environment

**What We Offer:**

- The chance to be a part of a vibrant startup culture and see the impact of your work directly
- Work directly with the leaders of FreeCap
- Full time position but we have flexible working hours to accommodate your study schedule
- \$5,000 stipend or academic credit

**TO APPLY**

Candidates are strongly encouraged to apply as soon as possible. Applications should include a cover letter describing your interest and qualifications, a writing sample, and your resume. Applicants can submit their applications here: <https://airtable.com/shriGpiC0Pno3jbu1>

FreeCap is an Equal Opportunity Employer.

FreeCap values a diverse workplace and strongly encourages women, people of color, people who are formerly incarcerated, LGBT individuals, people with disabilities, members of ethnic minorities, foreign-born residents, and veterans to apply. We will also consider for employment qualified applicants with criminal histories. We celebrate diversity and are committed to creating an inclusive environment for all employees. We are committed to building a team that represents a variety of backgrounds, perspectives, and skills. The more inclusive we are, the better our work will be. FreeCap is an equal opportunity employer and does not discriminate against any employee or applicant because of race, creed, color, religion, gender, sexual orientation, gender identity/expression, national origin, disability, age, genetic information, veteran status, marital status, pregnancy, or related condition (including breastfeeding), or any other basis protected by law.