

Kevin Lang

M&T Class of 2017

Internship: Gridless Power

This summer, I had the pleasure of working with Jason Halpern (M&T alum) and Patrick Murphy, both co-founders of Gridless Power. Gridless Power is a startup in Collingswood, New Jersey that sells batteries for customers with high-energy needs. They are currently on track to their first \$1 million year. I heard of this opportunity through an OCR email from Jaime, which contained a brief company overview as well as descriptions for various positions open at Gridless. During the second semester of sophomore year, I was interested in and looking for a finance internship; Gridless offered not only this, but also marketing and engineering internships as well. As a result, I replied with my cover letter and resume. Shortly after, Jason contacted me for a phone interview, after which I soon started working at Gridless.

I worked under the finance division of Gridless, along with five other M&T's. Our role was primarily business-focused, with a large range of projects. On our first day of work, Jason gave us a financial model that he was planning to present to an investor to look over. Because of our previous courses from Penn, specifically FNCE 100 as well as ACCT 101, his financial model was easy to pick up. Our prior knowledge on balance sheets and income statements proved particularly useful. Because this was still a preliminary financial model, we corrected several mistakes, changing his overall cumulative income by several thousand dollars. Furthermore, we conducted a massive marketing initiative. Gridless is a fairly new company, finding recent success with their product, the CORE. As such, they wanted to branch out into new market segments for potential new customers. Consequently, the interns and I compiled a list of around 500 potential customers, ranging from county police departments to state offices of emergency management. One of our final projects was to create a rental pricing model for Gridless. After gathering research from several equipment rental companies such as Hertz, Sunbelt, and United Rentals, we presented our pricing model to Gridless on our last day of work.

Overall, this internship was an amazing experience. From this, I was truly able to understand the startup-experience, and all the freedom and creativity it entails. Furthermore, I worked on several projects with a large range of fields. This internship helped me reaffirm my interests in finance, as their financial models were both familiar and interesting.