

M&T Intern Fellowship Report
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M&T Class of 2017

This summer I had the pleasure of working at CB Insights, a startup that was founded by M&T alum Mr. Anand Sanwal and Penn Alum Mr. Jonathan Sherry. CB Insights is a venture capital database of private company information, performance and funding. My role was in the content team as a tech analyst, helping to publish reports on trends in investment in various industries and geographies. The internship mainly consisted of analyzing this treasure trove of data using Excel to find key trends that investors would deem interesting. These reports were then published on the CB Insights blog to attract more subscribers and followers as well as to showcase the power of the tool. I also worked in the marketing and business development team specifically with SEM and Google Analytics.

The application process was fairly straightforward with an initial resume and cover letter submission. This was followed by a second round that consisted of reporting on key investments trends that I had previously read about. The third round was then an interview with the CEO where I was asked to explain my reasoning for the research briefs I had submitted earlier as well as other general questions. I was pleased to receive my internship offer on the spot right after my interview.

With my summer experience, I learned a lot about how startups function. It was amazing to see the company growing so fast. 7 people were hired during our 3-month stint. It was also exciting to see the company start to establish a culture and manage its various growing pains. For me personally, I realized that I want to run my own startup eventually but before I do that I need to develop more experience and skill. I was lucky enough to meet some amazing and talented individuals who gave me a lot of insight on the different paths I could take before I reach this goal.

As for tips for underclassmen, I think that the first step when it comes to startups is that you have to really believe in the product and that it can succeed. Without that initial motivation it will be very difficult to be passionate and determined. Secondly, it's important to understand the space that the startup is operating in. This includes the other competitors in the field and what makes your startup stand out. Thirdly, during interviews always ask intelligent questions. It shows that you have really thought about the business and have a genuine interest in their mission.