Ashoka’s Hybrid Value Chain™ Graduate Summer Internship

Ashoka invites a select group of graduate students from top American universities to work with leading social entrepreneurs who are pioneering Hybrid Value Chains™ (HVC) around the globe. Hybrid Value Chains™ bring business and social entrepreneurship together to serve base of the pyramid markets in housing, healthcare, agriculture, energy, and other critical sectors.

Students will work closely with social entrepreneurs and Ashoka teams in countries including Mexico, Colombia, Brazil, and India. Selected interns will have two options. They can work for Ashoka’s social entrepreneurs, contributing to their start-up, implementation, or scaling-up strategies for serving low-income producers and consumers through sustainable, system changing business models. Alternatively, students can work directly with Ashoka HVC in-country staff teams on country level strategy and operations.

All positions will require business acumen in areas such as business strategy, marketing, finance, and business development.

At the beginning of the summer, interns will convene for a daylong teleconference Graduate Summer Internship orientation, preparing them to work with social entrepreneurs and staff in the field.

Overview:
- Interns will be expected to produce a set of predetermined deliverables relevant to the needs of the social entrepreneur and Ashoka. Potential deliverables may include feasibility studies, business plans, marketing plans, and/or similar studies focusing on Hybrid Value Chain implementation.

Requirements:
- Graduate and Business School students who have completed at least one year of studies
- Proficiency in the language of the host country (English for India)
- Previous experience in management consulting strongly preferred
- Strong interest in economic and small enterprise development, and social entrepreneurship

1 Ashoka is an innovative citizen sector organization pioneering the field of social entrepreneurship. For more than 25 years, Ashoka has invested in 2,000 Ashoka Fellows in 60 countries. Those Fellows have transformed the lives of millions of people in thousands of communities worldwide. For more information about Ashoka, visit our website at www.ashoka.org. For more information about the Hybrid Value Chains, please visit www.ashoka.org/hvc2
• Strong conceptual and analytical skills
• Entrepreneurial and creative problem solver
• Ability to secure funding for participation in the program (Travel & Stipend)
• Experience in developing countries a plus

Benefits to interns:
• Knowledge and practical experience with base of the pyramid or inclusive businesses and the Hybrid Value Chain Model
• Inclusion in Ashoka’s community working to advance Full Economic Citizenship through business-social ventures
• Exposure to innovative citizen sector organizations serving the poor through sustainable business models
• Selected deliverables produced under this program may be selected for inclusion in an Ashoka publication on Full Economic Citizenship, distributed to top Social Entrepreneurship Academics through the University Network, or presented in a conference

Application process:
• Applicants should submit the following documents to ssavell@ashoka.org:
  ○ Resume
  ○ Cover letter in the language of country of interest (English for India), addressing interest and suitability for the position
• Applications and interviews are conducted on a rolling basis until all positions are filled. Applicants are strongly encouraged to apply before end of February 2009.

For additional information please contact Stephanie Savell ssavell@ashoka.org.

Funding:
• Students are expected to secure the core financing for their participation through their universities or other sources.
• In some cases, social entrepreneurs may cover lodging and food expenses.

“What makes the Ashoka HVC graduate program matchless is that rare, exquisite combination of knowing you are working towards something big, systemic, getting the thrill of the action as you drive from village to village in a car without air-conditioning, and of constantly being pushed beyond your limits by that inspiring restlessness that is so common to all social entrepreneurs.”— Linda Peia, Harvard Kennedy School of Government ‘07

“My internship with Rural Innovations Network (RIN) in South India allowed me to gain first-hand exposure to the international development world. I lived and worked with Indian colleagues in a rural village in Tamil Nadu, and was able to visit with local farmers and their families to understand the impact of the products that RIN sells. The story of a local woman whose health improved due to using RIN’s smokeless stove was truly inspirational. Working on this project convinced me that financial and social goals can in fact be pursued simultaneously and reinforced my desire to remain involved in this field going forward.” — Tracie Neuhaus, University of Pennsylvania Wharton School of Business ‘08