



Job Title: *FORGE Startup Program Associate*

Job Level: Full-Time (Hourly)

FORGE is a 501(c)3 on a mission **to help startups and innovators navigate the journey from physical prototype through to commercialization and to impact at scale.** We do this with a unique focus on manufacturing, working with a broad range of startups with physical products or components across sectors, including robotics, medical devices, cleantech, agriculture, advanced materials, and more.

FORGE connects innovators with manufacturers. The goal is to break down barriers to scale, and the numbers speak for themselves: the over 1000 startups we have helped boast an incredible survival rate of over 85%, resulting in impactful products making it to market.

Job Summary: This is a full-time equivalent, hybrid (remote and in-person at HQ in Somerville) hourly intern position that will report to and primarily support our Program Director.

The Startup Program Associate will first and foremost be here to serve our startups, ensuring we provide them with continuous and impactful support, connections, and events. In addition, they will also dedicate a portion of their time to supporting business development efforts, helping to build and strengthen relationships with partners and sponsors. We are looking for an excellent programmatic operator who is excited to support innovation in a fast-paced environment while also contributing to the growth of our partner ecosystem. They will be passionate about helping our startups and building relationships through effective programming, data management, and outreach, and will excel at both collaborating with teammates and working independently. The successful applicant will be someone who can prioritize quickly, is passionate about entrepreneurship and the startup culture, anticipates needs, and has a sense of humor! *In more detail, key responsibilities and expectations, and perks include:*

Major Responsibilities & Job Expectations:

- Effective support on external communications with startups, manufacturers, and other stakeholders, including scheduling, connections to resources, promotions, and more
- Ensure preparation, maintenance, and timely delivery of programmatic metrics and communications
- Maintain accurate and up-to-date records of impact and goals performance data, optimize Salesforce Database
- Plan and execute programmatic projects to drive value to our startup and supplier network
- Conduct research on manufacturers/startups as needed

- Provide constant support to program stakeholders - startups, manufacturers, and investors
- Assist in the preparation of project materials for submission to granting agencies, and others, including but not limited to: articles, reports, and presentations
- Assist with outreach to prospective business development partners, including drafting communications and preparing briefing materials (presentations, one-pagers, reports)
- Track partnership activity and outcomes, contributing to reporting on pipeline development and overall partnership impact

*Other duties and responsibilities may be assigned as needed

What are we looking for?

You are: relationship-oriented, hard-working, organized, and enthusiastic. You're driven with an entrepreneurial spirit. You're resourceful, collaborative, and enjoy working on teams but also taking on individual projects.

You are passionate about the mission, supporting innovation, and the value of local manufacturing, building community, and driving impact for innovators making physical products.

Your strengths & experience include:

- Prior work/internship experience preferred
- Strong written and verbal communicator with a bias towards action
- Ability to take meticulous notes
- Excellent project and detail management with experience planning events
- Flexibility to manage shifting priorities quickly and efficiently
- Team player with the ability to accomplish tasks both collaboratively and independently
- Ability to enter data in a manner that is clean, accurate, and detailed
- Enthusiasm for our mission to support startups by engaging with manufacturers ●
- Fluency with Microsoft Office Suite and Google Drive
- Salesforce, Asana, or general CRM experience a plus
- Experience within a Canva team (ability to work with shared templates) or with other design software is a plus

Physical Demands of the Job:

- Ability to work some evenings as needed
- Ability to travel periodically to support in-person events
- Occasional periods of prolonged standing during set-up for events and during events
- Must be able to lift or move items up to 25 lbs using proper lifting techniques

Benefits/Perks:

- A flexible, high-energy, supportive working environment with added perks like bike racks, showers, free-flowing coffee and snacks on site
 - Immersion in a fun, ever-changing community of innovators, providing connections to disruptors in a wide variety of industries
 - A number of community-wide networking and socializing events.
 - Network with Innovators who are taking on some of the world's hardest problems ●
- Hybrid (In-Person and Remote) Work Policy

Compensation: This is a full-time equivalent, non benefited position, for \$18-20/hour

To apply: Please send your resume and cover letter to alexa@forgeimpact.org. Your cover letter must address why you're a good fit and why we would be psyched to have you join us, how you learned about the role, and the earliest date you're available to start.

Equal opportunity: FORGE seeks to fully represent our community and constituencies. We provide opportunities for many different voices to participate in the direction and leadership of the organization. We actively encourage candidates from broad, diverse backgrounds to apply. This helps us amplify those voices in your community. FORGE is an Equal Opportunity Employer and we do not discriminate against any employee or applicant for employment because of race, color, sex, age, national origin, religion, sexual orientation, gender identity and/or expression, status as a veteran, or basis of disability or any other federal, state or local protected class.