



MBA Center for Career Development

Did you know...

How to find information and job listings for Working at a STARTUP or Starting Your Own Business

General Resources

Babson College

Horn Library

Before beginning your search, visit the Horn Library site and the industry specific “Did you know” documents available on the MBA CCD website for extensive information on your target sector. For specific information regarding startups, visit the Horn Library site and search on: **Entrepreneurial Resource Center** to view detailed information on gathering the necessary research for your business plan or for evaluating a startups business plan and management team:

<http://libguides.babson.edu/content.php?pid=19886&sid=139247>

For general career and job research information, such as interview preparation, salary negotiation, and resume preparation, visit the resource section of the MBA CCD website (www.babson.edu/ccd/mba) for online tutorials as well as the **Career Information** page at the Babson Library:

<http://libguides.babson.edu/content.php?pid=13330>

For the most effective research strategies, consider making an appointment with Kristin Djourup, Lead Entrepreneurship Librarian.

Startup Resources

How to uncover existing startups: One of the best ways to start building your target list of startups is to begin with the companies who invested in them. You can go on individual Angel investor or Venture Capital firm websites to view the portfolio company lists, or use email alert services through VentureWire, New England Tech Wire, Google Alerts, or Mass High Tech to help notify you when new companies are funded.

Once you have a target list, you’ll need to get creative to find the names of employees that work for the smaller startups. LinkedIn is a great starting point. Seek out company information through vendor and attendee lists of local conferences and events. Additionally, consider spending some time on area campuses to network with engineers and scientists who are developing new technologies that may be open to partnering with Babson MBAs to help commercialize their product.

If you are serious about working at a startup or starting your own company, get serious about networking. Whether you begin networking with the investors or the founding team, you will want to make sure you can articulate the value you can bring the company and your passion for their business.

For more information on networking, including a LinkedIn Tutorial, refer to the “Did You Know: Networking” resource at CCD.

List of Boston Area Venture Capital Firms

<http://www.derbymanagement.com/knowledge/pages/where/venture.html>

Highland Capital

<http://www.hcp.com/career-network/>

Searchable job openings at Highland Capital’s portfolio of companies.

General Catalyst Partners

<http://www.generalcatalyst.com/portfolio>

List of General Catalyst Partners’ portfolio companies by segment.

<http://www.generalcatalyst.com/careers>

Links to job openings at General Catalyst Partners’ portfolio of companies.

Polaris Venture Partners

http://www.ventureloop.com/polaris/careers_home.php

Links to job openings at General Catalyst Partners’ portfolio of companies.

Charles River Ventures

<http://www.crv.com/portfolio>

Angel Capital Association

http://www.angelcapitalassociation.org/dir_directory/directory.aspx#6

List of nationwide angel investors by region.

Massachusetts Technology Transfer Center

<http://www.mattcenter.org/index.html>

The state agency that supports technology transfer activities from public and private research institutions to companies in Massachusetts. The Center works with technology transfer offices at Massachusetts research institutions; faculty, researchers, and students who have commercially promising ideas; and companies across the Commonwealth.

Vault Guides: Access with Babson Portal Log-In

<http://libguides.babson.edu/vault>

then click on:

MBA Students: [Vault Online Career Library](#)

Industry Career Guides:

- **Vault Guide to Starting Your Own Business**

Lists of Startup Businesses

Boston Business Journal Book of Lists -- Hardcopy available for use in CCD office suite.

<http://www.bizjournals.com/bookoflists/boston/>

Boston Business Journal Book of Lists provides you with listings of hundreds of the hottest area companies in their fields, by ranking to help you build your target company list. You'll also receive the names of key decision makers, along with their titles and complete contact information. Book of List for 2008 has a list of the *Area's Largest Venture-Funded Startups*. Book of List for 2009 has a list of the *Area's Largest Venture Capital and Private Equity Firms*.

Job Search Tools – outside of career section of VC firm websites

Start Up Hire

<http://www.startuphire.com/>

Job board created exclusively for venture capital backed companies, listing jobs at thousands of fast growing companies throughout the country. Free resource.

Resources to help you stay on top of events and current funding

The Capital Network

<http://thecapitalnetwork.org/>

Organization that provides opportunities to connect with entrepreneurs, investors and sponsors.

VentureWire

<http://www.fis.dowjones.com/products/vwirealert.html>

Sign up for email alerts of recently funded companies. Alert will tell you who investors are, stage of investment, and amount.

New England Tech Wire

<http://www.newenglandtechwire.com/>

Sign up for email alerts of recently funded companies. Alert will tell you who investors are, stage of investment, and amount.

Mass High Tech

<http://www.masshightech.com/>

Subscribe to Mass High Tech eNewsletters to get daily or weekly updates by sector (Tech, Bio, Green, Startup, Finance or overall Boston news and events).

<http://directory.masshightech.com/mht/dirsplash.cfm>

Searchable database of NE Tech Companies.

Xconomy

<http://www.xconomy.com/>

Targeted news covering Boston, San Diego, and Seattle's local high tech scenes. Includes local events, local personalities and local job board.

Other events to consider attending or using their **agenda/panelist information** to help you network:

- **Babson Forum on Entrepreneurship & Innovation - typically in October/November**
- **HBS Entrepreneurship Conference - typically January/February**
- **HBS Cyberposium Conference (emerging technologies conference) – typically November**
- **MIT \$100K Entrepreneurship Competition**
- **Ignite Clean Energy Competition**

Be sure to check out area schools' industry specific conferences as well for further networking opportunities.

Professional Organizations and Blogs

Massachusetts Innovation and Technology Exchange (MITX)

<http://www.mitx.org/>

Massachusetts Technology Leadership Council (MasTLC)

<http://www.masstlc.org/>

Massachusetts High Technology Council

<http://www.mhtc.org/>

Babson Alumni Technology Council (BATC)

<http://babson.imodules.com/s/651/group.aspx?sid=651&gid=9>

Alumni affinity group that focuses on running breakfast meetings and networking events. Topics include how technology impacts business, technology trends, as well as business opportunities uncovered by new technologies.

Innovation Economy (via The Boston Globe) – Scott Kirsner

<http://www.boston.com/business/technology/kirsner/>

<http://www.innoeco.com/>

<http://www.scottkirsner.com/blog.htm>

Links to Scott Kirsner's blog and Innovation Economy articles to keep you up to date on what's new in the technology business sector. Includes links to VC blogs, reviews on companies, and other sites to help you keep up on the area buzz.

TiE-Boston

<http://www.tie-boston.org/>

TiE-Boston is part of the global TiE (The Indus Entrepreneurs) group that is the largest not-for profit organization promoting entrepreneurship. TiE-Boston holds events on areas including Technology, Entrepreneurship/VC, and CleanTech/Energy events. Events typically cost less than \$15 and often include dinner. Open to all.

Stay In Boston Program

<http://www.stayinma.com/partners>

Link to leading Massachusetts-based technology and business organizations and select MA-based conferences to allow students to attend events through their scholarship program. The partners list includes additional professional organizations of interest.

Boston Startups

<http://www.bostonstartups.org/>

Non profit devoted to news and forums on Boston Area Tech Startups.

Salary Information

The below salary resources can provide you with overall market guides to salaries within a particular industry, but when working for a startup, consider non-monetary compensation items as well as overall cash compensation will typically be lower than larger, more established companies. Additionally, see your career advisor for additional tips regarding negotiating compensation packages including stock options and equity.

Indeed.com

<http://www.indeed.com/salary>

Searchable salary information across multiple industries.

Payscale

<http://www.payscale.com/index/US/Industry>

Searchable data on average salaries. Sortable by industry, subsector, and job title

Simply Hired

<http://www.simplyhired.com/a/salary/home>

Searchable salary information across multiple industries.

Salary.com

www.salary.com

Personalize a premium salary report and receive in depth answers.

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