

energyStartup 2015 Summer Internship Position

Company name: Vorpal, Palo Alto, CA

Description of position:

Vorpal is a fast-paced innovative technology start-up. We seek cutting edge solutions through technology innovation. We move fast and aim for highest impact. Our mission is to reduce climate emissions, improve food safety, and economically empower farmers by modernizing milk pasteurization through new technology.

Vorpal is developing a compact high-voltage power supply capable of producing a pulse of electricity that directly kills bacteria without heating the whole volume of milk. Our system radically reduces costs by an order of magnitude and reduces energy use by 90% relative to traditional thermal methods. At scale, we aim to reduce CO₂ by 20 mmtCO₂/yr, ~5 times the reductions realized by the entire 2013 US solar industry. We will work with large industrial milk processors to drive adoption at scale, and invest profits in small affordable systems for emerging markets.

Our team is comprised of one MBA student, Sarah, and two Electrical Engineer students, Luke and Wei. Please check out our bios and further background on our company on our website at <http://vorpaltech.com>.

We are seeking an enthusiastic summer intern interested in pursuing a product-based start-up with global impact potential. This is not a typical desk job – no matter which position (below) fits your interests, you will be out in the field, talking with users, and getting your hands dirty. We will carve out a specific, well-defined project for you, but also expect to participate in a broad range of things going on the business – from pitch decks to user interviews to research.

Who should apply:

- **Regulatory Strategy Intern:** You will be working with us to define the core of our most important long-term strategy. In order to introduce a new milk pasteurization technology, we need FDA approval for our method. We will look to you to help us understand the intricacies of the FDA approval process and to define a 3-5 year strategy for gaining approval.
- **Business Intern:** You will be helping lift off the runway. In June we will have a working prototype and will be starting testing this with users. We anticipate making our first sales over the summer and will look to you to help generate sales leads and provide high-touch customer support and feedback to our team on customer experience. Expect to be in the front seat, interacting with customers and partners alike. You will be working side-by-side with Sarah.
- **Technical Intern:** You will be helping with some of the outstanding critical design pieces of actually making this system work. An example of work you may perform is assist in the design of a component that can sense whether the system is operating effectively or in optimizing the system to use the least amount of power possible while still providing safe milk. You will be mostly working in the lab with Luke and Wei.

Required expertise:

We are most interested in finding passionate people that are a good fit for our team and have a long-term interest in working with us if the experience is positive. If you have a proposal for work outside of the three areas outlined above, please apply as we have many additional needs including product design and biological testing that we did not articulate above. We will only select one candidate, but are interested in getting diverse applicants in order to find the optimal intersection of your interests and ours. We look forward to hearing from you!

Preferred skills/Majors:

Regulatory Strategy Intern: We are seeking applicants with a legal or policy background.

Business Intern: We are seeking extraverted entrepreneurial spirits.

Technical Intern: We are seeking curious and diligent students with a background in electrical or mechanical engineering, or cellular biology.

Internship term: 8 weeks

Compensation: \$6000