



Microvi Biotech Inc.
Innovation & Commercialization Analyst
12-Month Fellowship

About Elemental Excelsator

[Elemental Excelsator](#) helps startups change the world, one community at a time. Each year, we find 15-20 companies that best fit our mission and fund each company up to \$1 million to improve systems that impact people's lives: energy, mobility, water, agriculture and beyond. To date, we have awarded more than \$30 million to 80+ portfolio companies and funded more than 50 demonstration projects alongside our portfolio companies and local businesses.

In addition to funding startups, we have also supported more than 25 interns and fellows since 2012 to help the next generation of innovators grow and succeed. Blue Planet Energy Systems is a part of our seventh cohort and we will be funding this fellowship position.

About Microvi Biotech Inc.

[Microvi](#) is a green technology company based in the San Francisco Bay Area that delivers next-generation biotechnologies for the water, wastewater and renewable chemical industries. Its solutions disrupt markets for its partners, drive customer value and help make our planet more sustainable and equitable for future generations. Social impact is at the heart of everything Microvi does — whether it is providing nitrate-removal systems for remote communities, redesigning wastewater treatment based on circular economy principles, or performing cutting-edge research at the intersection of microbiology and materials science. Microvi is committed to make a positive impact on the world through a paradigm-shift in science and engineering.

Scope of Work

Microvi is seeking an analyst to support its strategic growth and commercialization in the water, wastewater and renewable chemicals industries. The primary role of the analyst will be to use market intelligence, business research, and engineering analyses to support the company's strategic decision-making process. The analyst will also be mentored in writing grant proposals for technical innovation, characterizing technology development cycles, and technical communication strategies underlying the company's conferences, exhibitions and marketing literature. This fellow, will work closely with the company's Director of Innovation Research and offers a unique opportunity to participate in the growth stage of an entrepreneurial social impact company.

There are three primary projects that have been designed and scoped for this fellowship opportunity.

1. Competitive Analysis
 - Perform technoeconomic comparisons between Microvi technologies and competing technologies or alternatives
 - Synthesize findings and conclusions from technical studies, including technical literature, patents and conference presentations.
 - Develop presentations and other collateral to support technical marketing and communication efforts
2. Market Intelligence
 - Build on existing databases analyzing customer needs in selected local, regional and national markets
 - Identify undeserved or disadvantaged populations who could benefit from the company's technologies and services in collaboration with local organizations
 - Support the development of grant proposals for technical innovation projects,
3. Technical Communications
 - Support the development and optimization of the company's technical communications and publications strategy
 - Develop marketing collateral, including technical case studies, brochures, and webpages.
 - Apply communications strategy to various aspects of the business, including within our team, stakeholders (such as investors or partners), and the general public.
4. Other duties as assigned

Fellowship Details

- Compensation: \$25.00 per hour
- Schedule: 12 months starting June 10, 2019 to June 10, 2020 with the opportunity to extend
- Hours: Approximately 40 hours per week, with flexibility to accommodate the fellow's class schedule during the school year
- Location: Hayward, California (San Francisco Bay Area)

Required and Preferred Qualifications

- Interest and passion for the circular economy, climate change resiliency, resource recovery, and green chemistry
- Available for the duration of the fellowship, June 10, 2019 to June 10, 2020.
- Fluency with Microsoft Office Suite
- A team approach and innovative spirit, and be willing to engage in a broad range of activities and experiences
- Able to learn quickly and follow directions
- Highly organized with attention for detail
- Ability to work independently and know when to ask for help

- Preferred educational background in Engineering, Science, or Business/Marketing with technical analysis experience

How to Apply

Please email your cover letter, resume, and field related/technical experience to: careers@microvi.com with the subject line: "Analyst Fellowship"