



Changing the way we source our food

Fall Startup Intern 2020

We are an early-stage tech startup with the mission of making local food more widely available for everyone. We are looking for several motivated and thoughtful graduate students with a passion for the local food economy to join our Maine-based team remotely for the fall semester on a part-time basis.

About Forager: Forager is a digital B2B procurement platform for local food, designed to simplify the sourcing process for wholesale buyers and local food suppliers. Our mission is to make locally sourced food more widely available for everyone, which we believe is only possible when it becomes just as easy to buy from independent local farms as it is from broadline distributors. Our solution streamlines every step of the sourcing process for local food from procurement to payment while also providing ways to make new connections and analyze data about local purchasing. We save time and cost in local sourcing, so buyers and farmers can focus on what they love most: sharing and growing local food.

Since launching its beta in June 2016, Forager has enabled millions of dollars of local sourcing, while cutting costs for buyers and increasing sales for suppliers. We work with more than 30 buyers and 400 suppliers in 12 states across the US.

About the Position: The Startup Intern will have the opportunity to explore various aspects of an early stage tech startup, participate in internal strategic meetings and operations, and take ownership of their own projects. There are opportunities for engagement with different departments in the company but the bulk of the interns' responsibilities would likely relate to one of the following initiatives (depending on interest) :

- **Customer Success:** Engaging first-hand with our user onboarding and account management process, following customer feedback and user behavior on the platform, helping to maintain our detailed customer database
- **Sales and Outreach:** Assisting our Sales Team with lead generation for potential buyers, researching and conducting outreach to potential farmers & artisans to help grow our supplier network
- **Social Media & Marketing:** Curating social media content, engaging with followers and other members of our network, contributing to the overall design and planning of our online branding

About You

- Self-starter who takes ownership of their projects and takes on new initiatives
- Fast learner who can quickly learn new skills and contribute new ideas
- Excellent interpersonal and communications skills
- Ability to work well independently and remotely
- Strong organizational skills and attention to detail
- Experience in working with farmers or retailers, digital marketing and analytics, CRM is a plus

This position is part-time, unpaid, and can be for course credit. Hours and location can be flexible and we anticipate this internship to be fully remote due to social distancing guidelines during COVID-19. Please tell us about your strengths and interests in the cover letter, and send it along with your résumé to recruiting@goforager.com.