



About Us: Kula Bio champions sustainable, biological solutions for modern agriculture. We super-charge natural nitrogen-fixing microbes with renewable energy in order to deliver reliable, low-cost organic biofertilizers. By rewiring the energy flow from sun to soil, we're tackling the wholesale replacement of

synthetic nitrogen fertilizers and eliminating the division between affordable practices, and better stewardship of our land, sea and air. www.kulabio.com

We seek interdisciplinary scientists and strategists from agronomy to economics. As an early-stage startup, team members must share our vision for revolutionary new approaches to agriculture, and share our excitement for building new enterprises from the ground up. We believe such an interdisciplinary team requires equally diverse backgrounds, experiences, and perspectives.

To apply, please send a 1) Cover letter and 2) CV to careers@kulabio.com indicating the position in the subject.

Job Title: Market Research and Strategy Intern

Job Location: Greentown Labs, Somerville, MA

Job Description: During this 11-week paid internship, this team member will support the strategy and design of Kula Bio's go-to-market plan. They will gather data, conduct interviews and / or surveys, and communicate their research findings. The Market Research and Strategy Intern will achieve expert status on the agricultural value chain and product distribution strategies.

Key Responsibilities:

- Work with Head of Market Strategy to design go-to-market approach to Kula Bio's distribution channel, taking charge of a distinct aspect of the strategy
- Own and identify information sources, gather and interpret data, and execute analysis to translate into meaningful insights
- Research agricultural input distribution channels, benchmark and characterize market partners and competitors
- Conduct interviews with key market participants and on-site/on-farm visits
- Present findings to team leadership and create strategic materials

Desired Skills and Experience:

- Pursuing Bachelor's degree from top academic institution
- Problem solver: effectively gather knowledge, achieve expert status, generate critical insights
- Strong interpersonal skills and willingness to be a team player
- Experience with in-depth research and research communication

Our Offer:

- Competitive compensation
- Ecosystem of 100+ exciting clean energy startups at Greentown Labs
- Small company, act as integral part of core team
- Strong mentorship and professional development
- Opportunity to shape the culture, direction, and success of Kula Bio