

# **jumpstart**

**the start-up graduate programme**

# What is Jumpstart?

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We're the start-up graduate programme.

Every month we **select & train the ~10 hungriest** recent graduates from an applicant pool of 1000+.

We then help them get jobs in start-ups and are **looking for start-ups to interview our next cohort** from 26<sup>th</sup> October onwards.

# What exactly do we do?

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**We attract 1k+ grads a month**



We receive 1,000 graduate applicants a month (and growing) for our training programme



**We pick the top 10 every month**



We hand-pick the top 1% based on their 'hunger', motivation & proactivity, and ensure a diverse representation



**We train them up**



We train them to be 'start-up ready' to minimise ramp-up time, and we provide ongoing mentorship & support



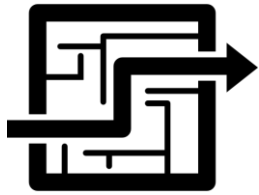
**We select start-ups to interview them**



We then set them up with interviews in London's most exciting start-ups

# Why?

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**Graduates don't have a structured way-in to start-ups.**

They are funnelled into big corporate graduate schemes (consulting, banking, law, etc).



**Start-ups don't have the time to find or train graduates.**

Start-ups don't have the time to find or select 1000s of applicants nor the time to train graduates when they arrive.

# As a start-up, why would I want to take on a graduate?

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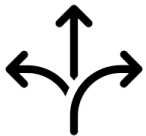
They can provide **much needed support** to your sales / ops / marketing / customer success / analytics teams and do those **time-consuming projects** that you haven't yet got round to doing...



They are **good value for money** at £25k



They **work incredibly hard** and are willing to roll up their sleeves



They can **be moulded** to fit the culture & needs of the business

# The October Cohort 2020 (1-3)

## Issy



### Roles suitable for:

*Software Engineer, Product, Data Analyst*

### Education

*MSc Computer Science, Imperial (Distinction)*

### Relevant skills & experience

- **Customer analytics intern at Google** - developed analytics dashboards for sales managers
- **Product management intern at Expedia** – experience including A/B testing pages on Hotels.com
- **Founder of LocalHost** – generated £4k profit from running events
- Prog. languages: Python, C++, Java, SQL, R

## Iman



### Roles suitable for:

*Data Analyst, Software Engineer*

### Education

*MSci, Maths and Philosophy, Bristol*

### Relevant skills & experience

- **Software developer intern** at start-up Barbal
- **Web developer intern** at digital agency Torchbox
- **Currently founding** sustainable fashion brand shortlisted for final three of Reebok start-up funding awards
- Prog. languages: Python, R, Go,...

### Foreign Languages

- Urdu & Farsi (fluent), Spanish (interm.)

## Richard



### Roles suitable for:

*Data Analyst*

### Education

*BSc Physics, Bath University (1<sup>st</sup> Class)*

### Relevant skills & experience

- **1 year as Data Analyst at Lloyds Banking Group** for 1y (personally preventing approx. £23m in fraud)
- **Captain of Bath Kickboxing** - elected by 400+ members; organized event for 600 attendees
- **Raised £6000** in various charitable initiatives
- Prog. languages: Python, C++, SQL

# The October Cohort 2020 (4-6)

## Vidur



### Roles suitable for:

*Data Analyst, Product*

### Education

*Management (MA)  
London Business School;  
Scholarship awarded*

### Relevant skills & experience

- Intern at VC Swiss RE (fintech & telemedicine)
- Intern at VC IDG Ventures (biotech, deep tech)
- Treasurer of LSE Law Society - raised and managed a £14,000 budget
- Experience in multiple start-ups
- Prog. languages: Python, PostgreSQL

### Foreign Languages

- Hindi (fluent)

## Prince



### Roles suitable for:

*Product, Data Analyst*

### Education

*BSc Computer Science,  
Exeter University*

### Relevant skills & experience

- Product Manager intern at R3 - blockchain start-up
- Product Manager intern at Hotels.com
- Founder of AmelioCare (online services aggregator for healthcare); raised \$20k
- 2<sup>nd</sup> place in 24hr hackathon using ML
- Prog. languages: Python, Java, HTML5,...

### Foreign Languages

- French (intermediate)

## Katia



### Roles suitable for:

*Generalist, Operations,  
Business Development*

### Education

*MA Classical Studies,  
Bristol University*

### Relevant skills & experience

- Founder of a distribution business that sold 30,000 books during lockdown to 12 NHS trusts to improve patient experience
- 9m as Customer Operations Associate at fintech start-up Octopus Choice; only member in team to achieve a 100% customer satisfaction rating while responding to highest number of queries

# The October Cohort 2020 (7-9)

## Maia



### Roles suitable for:

*Operations, Marketing,  
Business Development*

### Education

*MSc Space Physiology  
KCL (Distinction)*

### Relevant skills & experience

- **RAF Officer** in Charge of Flying Operations – RAF Air Squadron University of London; managed flying operations for a squadron of 100 people
- **Founder of scientific research** team investigating medical checks for suborbital space flight winning the UKSEDS 'Best Project' award
- **Freelance writer & marketer** (5000+ words per week, use of SEO) at Contentellect

## George



### Roles suitable for:

*Marketing, Business  
Development, Operations*

### Education

*BA History of Art, Bristol  
University*

### Relevant skills & experience

- **Founder of Students Events** business which **turned over £60k+**; heavily experienced in social & paid advertising
- **Founder and Head of Production** at Bristol Charity Fashion Show (1200 attendees) raising over £10k for charity; managed crew of 100+ people
- **Worked in Field Sales** at start-up Fix8 Kombucha; increased sales by £14k

## Flora



### Roles suitable for:

*Business Development,  
Operations*

### Education

*BA Arabic & Middle-  
Eastern Studies,  
Cambridge University (1<sup>st</sup>)*

### Relevant skills & experience

- **Head of Fundraising** at SolidariTee - the UK's largest student-run charity – driving activities & sales of £50k
  - **Direct Report to CEO** for 9m in social enterprise startup; raised £11k in capital
  - **Awards Officer** - sourced submissions from 90 countries, brought top 50 to Cambridge & secured £2k sponsorship
- ### Foreign Languages
- German, French, Arabic (all to business proficiency or better)



# The October Cohort 2020 (10-11)

## Charlie



### Roles suitable for:

*Marketing, Business Development, Operations*

### Education

*MPhil History of Art, Cambridge University (1<sup>st</sup>) + Honorary BA Scholarship*

### Relevant skills & experience

- **Founder of The BRCA Project** (@thebrcaproject) – an Instagram awareness campaign for genetic mutation carriers; co-hosted Ovarian Cancer Action webinar
- **Staffing Officer** – recruiting & managing 200+ members of student staff for college ball; handled £22k in deposit cheques
- **Charities Officer** role on student union, raised £1,000 in same year

## Charlotte



### Roles suitable for:

*Marketing*

### Education

*MPhil Literature, Cambridge University*

### Relevant skills & experience

- **Founder & Director** of Four Umbrellas Theatre Productions; managed marketing, budgets & ops for 1500+ customers across 5 venues around the UK
- **Durham Student Ambassador** – led public presentations to 100+ attendees
- **Marketing internships** at leading UK media companies (Sky, BBC)

### Foreign Languages

- French & Italian (fluent), German & Dutch (intermediate)

# What have some of our start-up partners said about our previous graduates?

“*Jumpstart presented a fantastic set of graduates and we were able to make a rapid hiring decision at a time of critical need without compromise on quality*”



Head of Business Operations,  
Stuart

“*We found a perfect graduate who just wants to problem solve and is really keen to get stuck in*”



Co-founder and MD,  
Thirdfort

“*The quality of the candidate provided to us by Jumpstart was exceptional*”



Fund Team Manager,  
Entrepreneur First

“*I wasn't sure whether or not we even wanted a graduate, but Jumpstart had such great graduates that we soon changed our minds...*”



Co-founder & COO,  
Treasury Spring

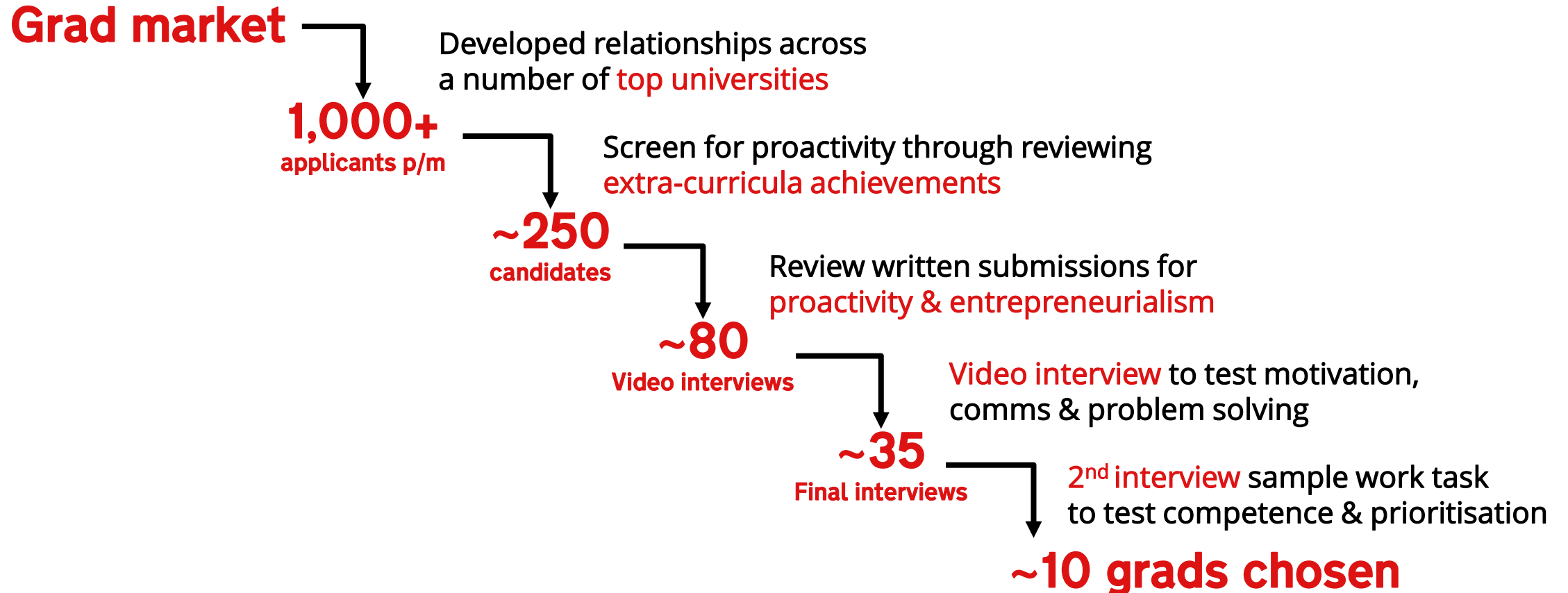
“*We were looking for a junior gem and weren't even sure that we were going to hire a grad for this position, but did because Jumpstart introduced us to the best candidate by far!*”



Programme Director,  
Founders Factory

# How do we find our motivated, hungry and diverse graduates?

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# What does our training look like?

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Based on **research with 200+ start-ups**, we have designed a training programme that **minimises ramp-up time** and **teaches graduates how to be proactive** and add value in the right way.

We cover the following topics (amongst others) with a ‘learn by doing’ style of training:



## Work fundamentals

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- Start-up 101
- Effective comms (email, phone, in person)
- Meetings
- Being productive



## Self-sufficiency & proactivity

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- Owning your role
- Coming with solutions, not problems
- When to ask for help (& when not to)



## Analysis & visualisation

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- Excel
- Driving to insight
- Data visualisation

# “I’m interested. What now?”

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- 1 Register your interest in 30 seconds [here](#)
- 2 Set up some time by emailing [Matthew](#) or [Kabir](#)
- 3 We can then introduce you to eligible candidates for you to interview

Please note that if you find a candidate that you take on, we charge a 15% finders fee that would be fully refunded if that graduate leaves that role within 3 months.