Glenn Dickins g@dickins.com

**VERSION 2**

Hi Glenn,

It was a pleasure working with you during the Makers Game Dolby project, your knowledge, guidance and experience was really appreciated. We recall you mentioned in one of our conversations you were an active member in the start-up space and wanted to know if once again we could leverage some of your guidance for a start-up that Michael and I are co-founding?

The start-up that we are co-founding is around the vision of making applying for graduate/internship programmes easy, manageable, and data-driven. From our surveys we conducted we have found that although there is a large variety of tools to help students discover jobs, there is no tool to help them stay on-top of their applications with other 77% of students forgetting to apply for internship/grad programmes. Hence, Michael and I will be building a job tracking tool to fill this gap in the market.

We would really love to discuss our start-up with you and get some advice. Please let us know if you would be open to catching up over dinner?

Kind Regards,

Rohan

**VERSION 1**

Hi Glenn,

It was a pleasure working with you during the Makers Game Dolby project, your knowledge, guidance and experience was really appreciated. We recall you mentioned in one of our conversations you were an active member in the start-up space and wanted to know if once again we could leverage some of your guidance for a start-up that Michael and I are cofounding.

The start-up that we are cofounding is around the vision of making applying for graduate/internship programmes easy, manageable, and data-driven. Michael and I recently experienced the pains of applying for internship/graduate programmes and it is an awfully tedious, repetitive and overwhelming process. We put out an initial survey to understand the pain areas, we received 150 responses and found that 77% of students forget to apply for internships/graduate programmes while 45% of students don’t use anything to track their applications – we believe these two key findings is what results in the process being overwhelming and painful for students with only 8% of students stating they enjoyed the process. Existing tools like GradConnection, University Careers portal succeed in listing the student related jobs but fall short in helping students stay on top of their applications. Our goal is to fill this gap with a job tracking tool while tying in features strongly desired by students – the key features of our solution will be:

* Why glenn
* What do we want
* Why do we want it
* What is our idea
* What is our goal
* Call-to-action coffee/dinner/lunch