

Capwell Summer Intern Job Posting

Capwell Services Inc. is an investor-backed startup seeking a Business Development Summer Analyst to assist with key strategic decisions informed by detailed research and analysis. This analyst will work closely with the CEO and COO, who will onboard the candidate during the first two weeks of employment and provide mentorship and feedback over the course of the internship. The position will be onsite at our Houston, TX office from May 26th – Aug 14th.

We are a rapidly growing startup on a mission to capture methane emissions from the oil and gas sector. Our patented gas capture system works on production facilities across the US, with the potential to lower emissions and fight climate change at a national scale. We started our journey at the University of Pennsylvania and have rapidly developed prototypes, raised \$1.3M in funding, and scaled our business. We're looking for exceptional talent to join our journey, specifically individuals who embrace a fast-paced, constantly evolving environment while maintaining safety and performance standards. Now is a great time to join the team and make an impact!

About you

- You are a university student studying a relevant field of study to the job posting
- You enjoy working in fast-paced, cross-functional teams (i.e., iterative design approach with close collaboration between team members across the business)
- You own work streams and successfully drive them forward from strategy to final deliverables. You have a strong track record of delivering projects effectively and solving problems
- You enjoy challenges, are naturally curious, and are excited to learn from and contribute to the team

Job responsibilities

- Provide recommendations that inform company strategy based on deep research into the following:
 - Oil and gas market – Identify high-priority U.S. oil and gas basins by analyzing regulations, infrastructure, gas composition, and customer consolidation. Support international expansion by researching market demand, competition, and potential partners
 - Customer segmentation – Reassess existing customer segmentation to refine go-to-market focus. Support adjustments to Capwell's business model to maximize fit in key markets
 - Pricing and business model – Benchmark alternative solutions (e.g., VRUs, combustors) to validate Capwell's pricing. Analyze customer spending on emissions reduction and methane measurement to refine lease vs. purchase strategy
 - Policy – Analyze relevant methane regulations and incentives to inform Capwell's business strategy
 - Manufacturing and supply chain – Assess challenges in scaling contract manufacturing. Research regional manufacturing options and competitor strategies to improve cost, efficiency, and scalability
 - Grants – Track current and potential grant opportunities. Assist in preparing materials, proposals, and diligence efforts
 - Operational management – Maintain CRM updates, track key business development activities, and optimize internal processes

If you are interested, please send your resume to our COO, Tomas Pinilla: tomas@capwell.org.

Capwell is an equal opportunity employer. We embrace and celebrate diversity and are committed to creating an inclusive environment for all employees.