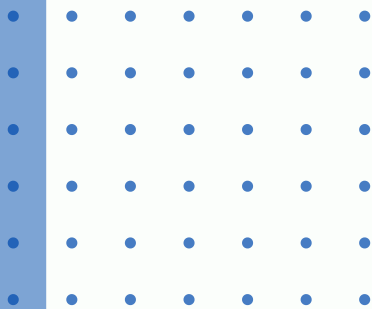




MANAGE Internship: Cultivating Experiences for Future Professionals



Cultivating Experiences for Future Professionals

Hello, my name is Venkata Sai from Andhra Pradesh. I have completed my Master's degree in Fisheries Engineering from Andhra Pradesh Fisheries University, Vijayawada.

 Venkata Sai Jogiparthi



A Spark That Led to a New Direction

After completing my Master's degree in Fisheries Engineering, I aspired to establish my own startup and create innovative solutions for the fisheries sector. To gain a deeper understanding of the industry and its opportunities, I actively explored different areas of fisheries, including research, technology, aquaculture, and entrepreneurship. A significant turning point in this journey was attending the Fisheries Startup and Aquapreneurship Stakeholders Meet & National Policy Workshop on Startups and Entrepreneurship in Fisheries held at MANAGE, Hyderabad.

The workshop opened my eyes to the vibrant startup ecosystem in fisheries. Interactions with entrepreneurs, innovators, and industry leaders inspired me to look beyond ideas and understand the processes that transform innovation into impact. Motivated by this experience, I decided to immerse myself in the startup ecosystem, believing that learning from the ground up would help me build the knowledge, network, and vision needed to contribute meaningfully to the future of fisheries entrepreneurship.

**"THE BEST WAY TO PREDICT THE FUTURE IS TO CREATE IT."
— PETER DRUCKER**

PRE-INTERNSHIP EXPECTATIONS

Through my academic journey and exposure to fisheries research, innovation, and entrepreneurship-related programs, I gradually developed an understanding of the importance of institutional support in transforming innovative ideas into successful ventures. These experiences highlighted the crucial role of incubation, mentorship, networking, and capacity building in nurturing aspiring entrepreneurs. With this background, I was keen to join MANAGE-FISHub to further strengthen my entrepreneurial skills and gain deeper insight into how startups are conceptualized, supported, and scaled in real-world settings.

Before joining MANAGE-FISHub, I expected the internship to provide practical exposure to the fisheries startup and innovation ecosystem while helping me understand how entrepreneurial ideas are transformed into successful ventures. I looked forward to interacting with startup founders, industry experts, and mentors to gain insights into business development, incubation processes, and the challenges faced by entrepreneurs in the fisheries sector.

I also hoped that the internship would strengthen my communication, coordination, and professional networking skills while enhancing my confidence in working with diverse stakeholders. Most importantly, I expected this experience to bridge the gap between my academic knowledge and real-world applications, equipping me with the skills, exposure, and perspective needed to pursue my long-term entrepreneurial aspirations.



**"GROWTH BEGINS AT THE END OF YOUR COMFORT ZONE."
— NEALE DONALD WALSCH**

Coordination of MANAGE-FISHub Incubation Program(Cohort 2)

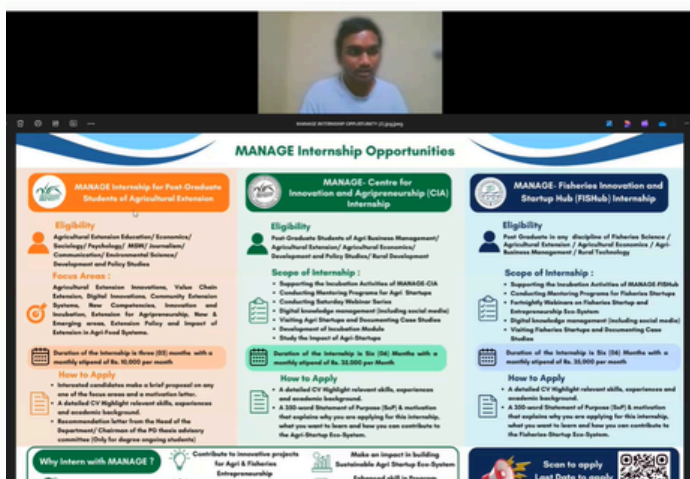
During my internship, I was entrusted with responsibilities that aligned closely with my interest in entrepreneurship and innovation. One of my key roles involved coordinating the MANAGE-FISHub Fisheries Incubation Program Cohort 2, a flagship initiative designed to identify, mentor, and support promising fisheries startups. The program aimed to transform innovative ideas into sustainable and scalable business ventures.

My involvement began with coordinating the Preliminary Evaluation Round, where startup applications were assessed by an expert committee based on innovation, business viability, market potential, scalability, intellectual property prospects, and their potential impact on the fisheries sector. This phase provided me with valuable exposure to startup evaluation and the key factors that influence entrepreneurial success.



The second phase consisted of an intensive online mentoring program, where selected startups received guidance on Business Model Development, Design Thinking, Intellectual Property Rights (IPR), Financial Management, Bankable Project Proposal Preparation, Government Support Schemes, and Funding Opportunities. Coordinating these sessions provided me with the opportunity to work closely with startup founders, industry experts, and mentors, offering valuable insights into startup incubation, entrepreneurial decision-making, and the practical challenges of building sustainable ventures.

Additionally, I actively facilitated and moderated mentoring sessions, coordinated with distinguished speakers, managed participant interactions, and ensured the smooth execution of each program activity. These responsibilities enhanced my communication, stakeholder management, event coordination, and leadership skills while strengthening my understanding of the startup ecosystem and innovation-driven entrepreneurship.

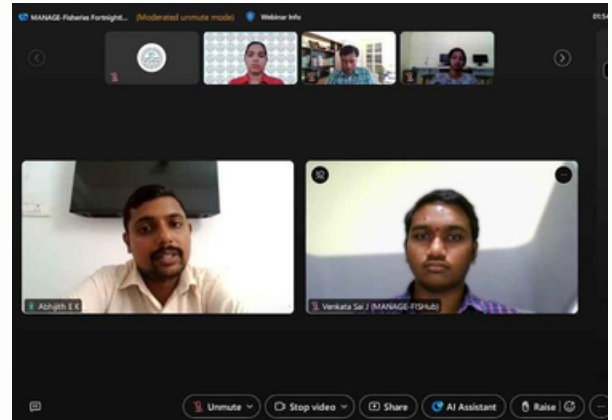


"INNOVATION DISTINGUISHES BETWEEN A LEADER AND A FOLLOWER." — STEVE JOBS

FISHERIES FORTNIGHTLY FRIDAY F3 WEBINAR SERIES

I actively facilitated several sessions of the MANAGE-FISHub F3 (Fisheries Fortnightly Friday) Webinar Series, a knowledge-sharing initiative focused on fisheries entrepreneurship, innovation, startup development, and emerging business opportunities. My role involved coordinating with resource persons, facilitating live webinar sessions, moderating participant interactions,

delivering speaker introductions, and ensuring the smooth execution of virtual events. These engagements provided valuable opportunities to interact with experts from academia, industry, government organizations, and the startup ecosystem.



CONTENT DEVELOPMENT

During my internship, I contributed to the creation of a wide range of digital communication and outreach materials aimed at promoting fisheries entrepreneurship and innovation initiatives. This included developing content for social media campaigns such as the Do You Know? series, Startup Spotlight series, program promotional videos, event announcements, and awareness campaigns. These activities involved content research, script writing, graphic design, video editing, and audience-focused communication. Through this experience, I strengthened my skills in content development, visual storytelling, digital marketing, graphic design, and multimedia editing while gaining valuable insights into effective strategies for engaging stakeholders and disseminating information through digital platforms.

DOCUMENTATION

As part of my internship, I was actively involved in documenting and preparing detailed reports for the MANAGE-FISHub Fortnightly F3 Webinar Series and mentoring sessions conducted under the Fisheries Incubation Program. I also contributed to the preparation of the Karnataka State Fisheries Report through data compilation, content development, and report drafting. These responsibilities provided valuable hands-on experience in technical writing, documentation, information synthesis, and professional report preparation. The experience significantly enhanced my writing, analytical, and communication skills while improving my ability to present complex information in a clear and structured manner.

Learning Environment

The internship at MANAGE-FISHub provided a dynamic and enriching learning environment that encouraged initiative, creativity, and continuous professional development. Interns were given meaningful responsibilities and opportunities to contribute to various institutional activities, fostering both independence and practical learning.

Throughout the internship, I benefited immensely from the guidance and mentorship of Dr. Saravanan Raj, Director (Agricultural Extension), whose insights, encouragement, and leadership strengthened my professional confidence and understanding of innovation and entrepreneurship.



I am sincerely grateful to Dr. Rahalya, Innovation Scaling Specialist, MANAGE-FISHub, for her constant support and practical guidance, and to Ms. Usha Sree, Manager, MANAGE-CIA, for her valuable insights and encouragement. I also thank Dr. Nivedha, Innovation Research Fellow, Ms. Jaswanthi, Business Executive, and Dr. Vetri Selvi and Dr. Priyanka, MANAGE Fellows, for their support, constructive feedback, and guidance, which enhanced my learning experience and reinforced the importance of professionalism and attention to detail.

The cooperation of other staff members, along with the collaborative spirit of fellow interns from MANAGE-FISHub and MANAGE-CIA, fostered a positive environment for teamwork, knowledge sharing, and mutual learning, making the internship both professionally rewarding and personally enriching.

“EVERY PERSON YOU MEET KNOWS SOMETHING YOU DON’T; LEARN FROM THEM ” — H. JACKSON BROWN JR.



Skills & Knowledge Gained

- **Startup Incubation and Mentoring Programmes**
- **Event Planning and Coordination**
- **Stakeholder Engagement and Networking**
- **Digital Content Creation and Outreach Activities**
- **Professional Communication and Public Speaking**
- **Report Writing and Documentation**

One of the key takeaways from this internship was understanding the importance of institutional support, collaboration, and innovation in strengthening the startup ecosystem. Through my involvement in incubation activities, mentoring programmes, stakeholder interactions, and outreach initiatives, I gained valuable insights into how coordinated efforts and structured support help transform ideas into sustainable ventures.

The internship reinforced the value of practical exposure alongside academic learning. Over the three-month period, I developed skills in event coordination, stakeholder engagement, professional communication, content creation, report writing, graphic design, video editing, and social media outreach. Working with diverse teams and managing multiple responsibilities enhanced my confidence, adaptability, teamwork, and professional outlook.

Moving forward, I aim to apply these experiences toward my long-term goal of establishing a venture. This internship has provided a strong foundation for my future career by strengthening both my entrepreneurial mindset and professional capabilities.



"LEARNING NEVER EXHAUSTS THE MIND." — LEONARDO DA VINCI

The Road Ahead

As I complete the first three months of my internship at MANAGE-FISHub, I reflect with gratitude on the diverse experiences and learning opportunities that have shaped my journey so far. The internship has provided valuable exposure to entrepreneurship, innovation, startup incubation, event management, and stakeholder engagement. Each responsibility and interaction has contributed to my professional development while broadening my understanding of institutional functioning and the startup ecosystem.

With three more months ahead, I am enthusiastic about taking on new challenges and expanding my contributions to the organization. The experience gained so far has strengthened my confidence, communication abilities, leadership qualities, and professional outlook. I look forward to further enhancing my skills, building meaningful collaborations, and making the most of the opportunities that lie ahead as I continue this rewarding journey at MANAGE-FISHub.



“What began as an internship evolved into a journey of learning, responsibility, and professional clarity.”

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