

Inside the Tech Org

Exploring variety in tech company sizes, stages, and structures...

...and what this means for recruiting



Agenda

- Overview of the vast tech landscape
 - Tech Domains
 - Company Structure
 - Stages
- Facilitated panel discussion with 2Ys
- Open Q&A

What to expect

Today

- How does a tech company's stage influence the roles it has?
- How do companies structure collaboration across roles?
- What does it feel like to work in different stages & structures?
- How does recruiting differ by company stage and domain?

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Not Today (but in other events)

- Detailed role comparisons (upcoming HTC Tech Role Roundup panel)
- Specific company deep-dives (Tech Speaker Series)
- Interview prep (Peer Advisors + forthcoming HTC events)

Panelists



Varun Rajaram
Product Manager Intern
Brightband



Sarah Danson
Policy Intern
TikTok



Steven Lee
Market Research Intern
Intuitive Autonomy

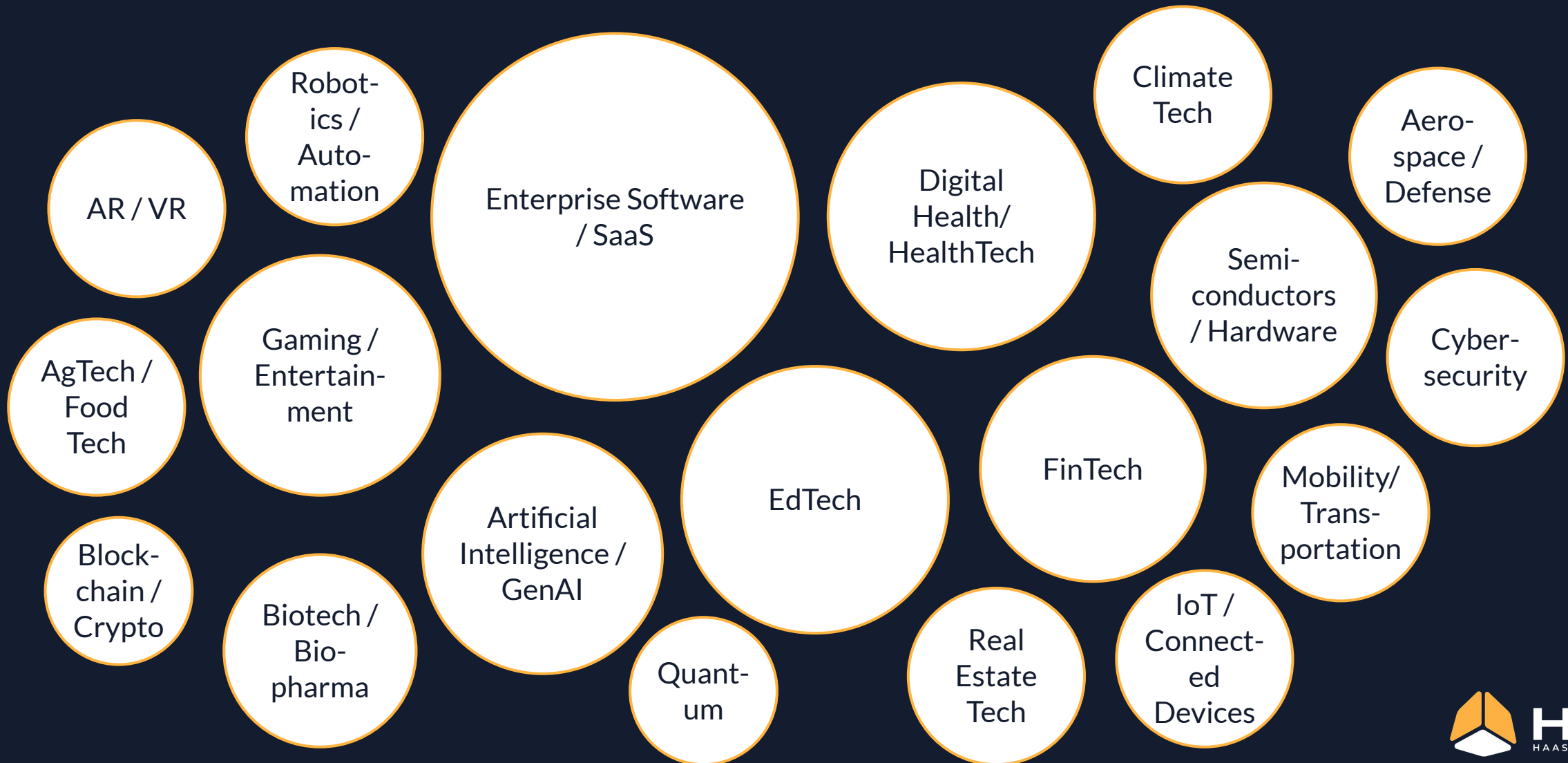


Manini Desai
Corporate Strategy
Doximity

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Tech Domains



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Company Structure

Corporate

Finance

Human
Resources

Engineering
/ Technical

Operations/
Logistics

Marketing

Sales

Company Structure

Corporate	Finance	Human Resources	Engineering / Technical	Operations/ Logistics	Marketing	Sales
<i>Sample Class of '26 Internship Roles</i>						
Business Development Strategy Chief of Staff Corporate development	Financial Analysis Economic Research	HR Generalist	Product Manager Growth Manager Product Strategy & Analytics Chief of Product	Operations Manager Supply Chain Manager	Product Marketing Manager Market Research Investor Relations Customer Success Manager	

Roles & structure

Microsoft: An oversimplified approximation of the org structure



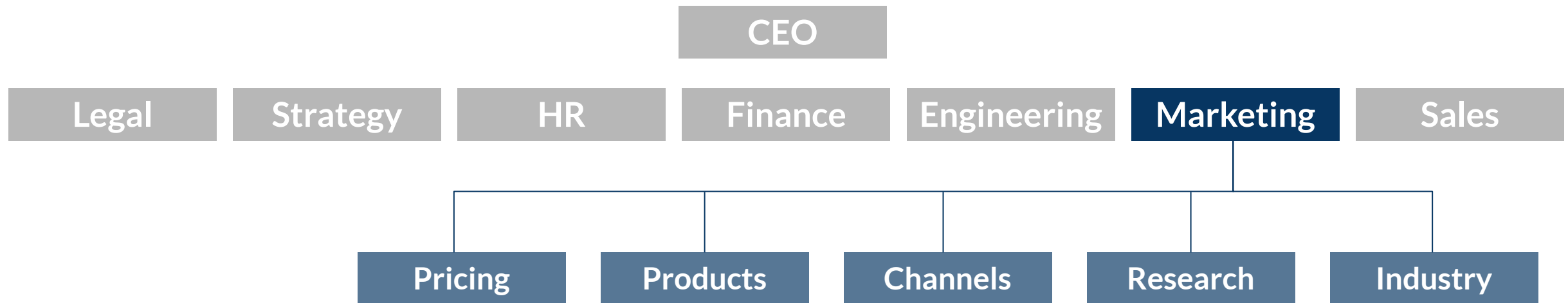
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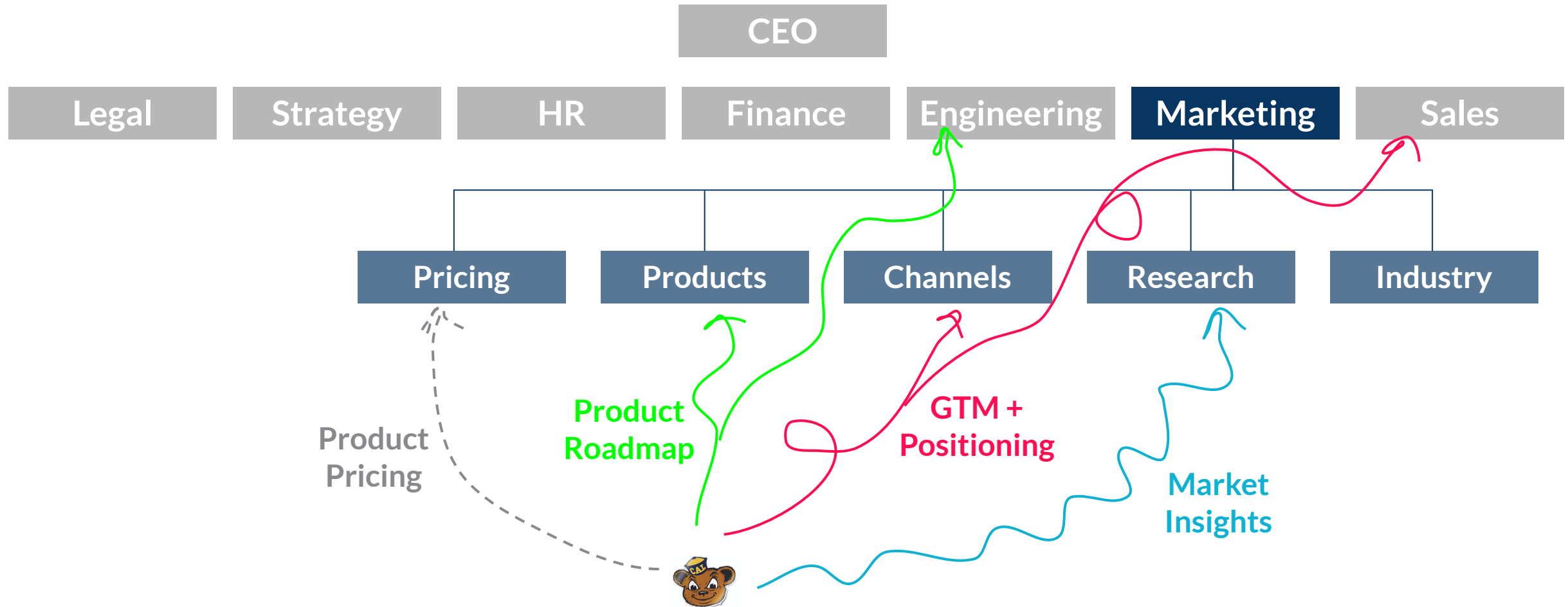
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Company Stages

Early

Growth

Later

Mature

Core Concerns

- MVP build-out
- Establish product-market fit
- Secure funding

Critical Roles

- Engineering & product

Company Stages

	Early	Growth	Later	Mature
Core Concerns	<ul style="list-style-type: none">• MVP build-out• Establish product-market fit• Secure funding	<ul style="list-style-type: none">• Scale proven model• Accelerate GTM• Build repeatable revenue engines		
Critical Roles	<ul style="list-style-type: none">• Engineering & product	<ul style="list-style-type: none">← plus...• Sales• Marketing• Operations		

Company Stages

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Critical Roles	<ul style="list-style-type: none">• Engineering & product	<p>← plus...</p> <ul style="list-style-type: none">• Sales• Marketing• Operations	<p>← plus...</p> <ul style="list-style-type: none">• Strategy• International roles• Corporate development	

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Core Concerns	<ul style="list-style-type: none">• MVP build-out• Establish product-market fit• Secure funding	<ul style="list-style-type: none">• Scale proven model• Accelerate GTM• Build repeatable revenue engines	<ul style="list-style-type: none">• Continue aggressive expansion or acquisition• Prepare for IPO	<ul style="list-style-type: none">• Optimize for public market scrutiny• Maintain market dominance
Critical Roles	<ul style="list-style-type: none">• Engineering & product	<p>← plus...</p> <ul style="list-style-type: none">• Sales• Marketing• Operations	<p>← plus...</p> <ul style="list-style-type: none">• Strategy• International roles• Corporate development	<p>← plus...</p> <ul style="list-style-type: none">• Full C-Suite• Board governance• Other specialized functions

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Upcoming HTC events!

Sep 22 - 28

Alumni AMA with Don
Barnetson

Inside the Tech Org
@ Chou Hall

Sep 29 - Oct 5

Crowdstrike Trek

Alumni AMA with
William Han (AI PM)

Oct 6 - Oct 12

Social Mixer
w/ Berkeley iSchool*

Tech Roles Roundup
Panel @Chou Hall

Oct 13 - Oct 19

Social Event
w/ Tepper*

Oct 20 - Oct 26

Social Event with
Wharton
@ Freehouse

Oct 27 - Nov 2

Nov 3 - Nov 9

HTC Casual Case Sprint
@Chou Hall

Nov 10 - Nov 16

Tech & AI Summit!
@ Spieker Forum

**-To Be Confirmed,
Not Yet on Campus
Groups*

Register on Campus Groups!
Events are also posted on WhatsApp and Slack





Thank You!