



## The Waterworth Fellowship

*We are looking for fresh, fun and fearless Fellows*

We at Waterworth are looking for our second cohort of 4 Fellows for the Waterworth Fellowship in Winter 2022.

### The Opportunity

This is a **holistic, paid limited-time contract experience for young talent** covering training, self-learning, and on-site high-intensity experience. The Fellowship **pays a base of C\$4,000 per working month**, prorated, paid out twice-monthly. Fellows will pursue a Rainmaker Track that focuses on driving new business: learn about funnel management, door-busting, B2B and B2G sales, negotiation and CRM tool mastery. This will demand and foster teamwork, presentation skills and entrepreneurial problem-solving. Depending on team progress and priorities, and individual interest and aptitude, we may open additional learning and contribution opportunities around the core business of utilities cash flow planning and utility rates management.

### The Game you Bring

You are a recent graduate and available for **4 paid working months from Oct 17<sup>th</sup>, 2022, to Feb 28<sup>th</sup>, 2023**, with unpaid time-off Dec 17<sup>th</sup> 2022 to Jan 1<sup>st</sup> 2023. The in-office working shift is from 8am to 4:30pm, or equivalent hours starting earlier. You are high-energy, super fun and great with people. You are absolutely fearless. You would be excited to throw yourself into a challenging high-intensity experience and learn while you work. You are confident because you take your responsibilities very seriously and get shit done, no excuses. A genuine, demonstrable interest in sales, financial management, business, and software are major pluses, because we are all about those. You are passionate about sustainability, and the promise of technology to make that a reality. Extra points for being able to sling a guitar and elevate our after-hours vibe.

### What to Expect

For you, this is going to unfold in 2 phases:

1. **During:** You will join our team in our office (on-site, not remote) in beautiful Victoria, British Columbia to work full-time. You will receive carefully-designed training and mentorship to serve as a springboard into business roles in tech. Expect intense work in a warm, fun environment. You will drive top-of-funnel activities, directly engage with potential customers and wrestle with a range of practical problems. And **SELL!** You will be at the heart of much collaboration, cross-training, scrum meetings, teamwork and shadowing. You will share your experiences and ideas with us in structured interactions and be a valuable contributor to actually *improving* our processes, product and business.
2. **After:** We will provide all Interns with a Fellowship certificate confirming your contributions, and a Letter of Recommendation from our CEO should you need it for other employment or an MBA program. Our dream Fellow would be someone who has delivered so much value to us that we are compelled to offer full-time employment. We would *love* to make one or two such offers. We hope it's to you, so you can join us as soon as you're done with school, or simply stay on with us on this super exciting journey.

### About Waterworth

We are a Software-as-a-Service technology organization... check us out at [waterworth.net](http://waterworth.net). We help local governments to sustainably finance their water and wastewater utilities. Our customers see us as enablers of fairness, funding, and easy communication. And we take great pride in the positive environmental, economic, and social impact we know we have. We are small team, intense and mostly young. More than 100 municipalities across North America already depend on us. We are growing fast and our impact is BIG: currently helping communities plan nearly \$8 Billion in infrastructure outlays, helping plan debt of nearly \$2 Billion, serving the needs of more than 3 Million residents. We have big dreams for ourselves and are out looking for the big dreamers. We'd love to connect with you and determine whether this opportunity makes sense for the both of us. Reach out with your CV/resume ... [fellowship@waterworth.net](mailto:fellowship@waterworth.net).