



The Waterworth Rainmaker Fellowship

We are looking for fresh, fun, and fearless Fellows

The Opportunity

Waterworth is looking to award Fellowships for the Winter of 2023. This is a holistic, paid experience covering training, self-learning, and skill application in a high-intensity start-up experience. The Fellowship pays out CAD\$16,000 over a 4-month onsite program. Every Fellow will join a common program.

Fellows will undergo 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 ideally a fresh grad, or still in school but willing to take the Winter 2023 semester off to work with us. 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, software, and the start-up life are major pluses, because we are all about those. You are passionate about environmental 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 3 phases:

1. **Before:** We'll send you some prep materials you can learn at your convenience to help you better grow the experience you will be coming into. Do this well, and you'll hit the ground running and do just great.
2. **During:** You will join our team in beautiful Victoria, British Columbia to work full-time for 4-months from January 3rd 2023 to April 28th. This experience is designed to be energizing and fun for us all. 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 actually *improving* our processes, product and business.
3. **After:** We will provide all Interns with a **Waterworth Rainmaker 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 start-up... check us out at 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 depend on us. 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.