



The Waterworth Rainmaker Fellowship

We are looking for fresh, fun, and fearless Fellows

The Opportunity

Waterworth fellowships are 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 + commissions over a 4-month onsite program. Fellows will focus on driving new business: learning about funnel management, door-busting, B2B and B2G sales, negotiation, and CRM tool mastery. This will demand and foster teamwork, communication, organization 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 high-energy, super fun, great with people and 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 s*** 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

You will join our team in beautiful Victoria, British Columbia to work full-time for 4-months. 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, team meetings, and shadowing. You will share your experiences and ideas with us as a valuable contributor, improving our processes, product, and business.

We will provide all Fellows with 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 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](https://www.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.

Apply

We have a new cohort start about every two months so it is always a good time to apply. Apply through our website at <https://www.waterworth.net/fellowship/> and feel free to reach out with any questions! fellowship@waterworth.net.