

## 2021 Summer Associate in Water Markets

### For Graduate Students and Recent Grads in Economics, Finance, and MBAs

WestWater Research's 2021 Summer Associate in Water Markets offers a challenging project-focused opportunity to gain direct experience in water market transactions and water resource finance and investments. The internship is ideal for recent graduates or students expecting to graduate in 2021. Ideal candidates will have completed master's level programs in agricultural and resource economics, economics, finance, or MBA programs, as well as other interdisciplinary programs with an emphasis in economics and finance.

We are seeking applicants looking to gain insight and experience in the growing sector of water trading and investments. Students with an interest or experience in agriculture or water management will find such a background helpful. This position provides exposure and applied experience in water resource valuation, financial consulting, water market transactions advisement. It is an opportunity to spend three months with leading experts in the sector. WestWater has a tradition of hiring interns upon graduation and is actively seeking early-stage professionals interested in developing a career with the company.

### Position Description

Summer associates will spend approximately three months in one of WestWater's Phoenix, Fort Collins, or Boise offices, conducting a research project. We will be offering an option to work remotely for the 2021 summer associate term. The selection of the research project topic will be based on the chosen candidate's interests and research priorities within WestWater's consulting practice. The associate will have the opportunity to work and contribute to client-related projects and participate in client meetings and engagements. Projects can be a topic proposed by the applicant or may also include a subject that contributes to one of WestWater's ongoing client consulting projects. This year's research priorities include:

- California water market price forecasting model utilizing NQH2O and Waterlitix data – this project will require an interest in technical, financial, and econometric modeling.
- Business plan for commercial applications of geospatial water banking database.
- New product development strategies for Waterlitix
- Impact investment strategies for expanding environmental water trading.

The summer associate will collaborate with WestWater staff and work under the supervision of a senior manager who will serve as a project mentor. Summer associates are required to present two workshops to outline and report the findings of their research project. The summer associate will also be responsible for preparing a written report that summarizes all findings, supporting data, and recommendations. A typical summer associate project and market analysis includes the following tasks:

- Data analysis and organization.
- Financial and/or economic modeling and forecasting.
- Summarizing key findings concisely in an executive report in a presentation format.
- Writing and summarizing findings in an extended report format.

### Essential Skills

- Ability to write clearly and professionally.
- Experience and competence in data management and research.
- Knowledge of quantitative and qualitative analysis techniques.
- Proficiency with Excel, Word, and PowerPoint.

### **Qualifications**

- Education:
  - **Required:** Bachelor's Degree in Resource or Agricultural Economics, Management, Economics, Finance, Business, Engineering, or related water resource field, with excellent grades.
  - **Strongly Preferred:** Working toward a graduate degree in Resource, Agricultural, or Applied Economics, Engineering, Environmental Studies, Finance, Business Administration (MBA), or related field, with excellent grades.
- Detail oriented.
- Independent and self-motivated.
- Interest in water markets and water investments.

### **Application Procedure**

The summer associate position is competitive and will be based on the applicant's qualifications and ability to communicate information and concepts. To be considered for the summer associate position, applicants **MUST** submit the following information:

- Resume and cover letter expressing interest in water resource finance and water markets, your professional goals.
- A one-page proposal describing a research project you wish to conduct as part of your summer associate position. The proposal should include a statement of objective, description, and background of the issue or problem you seek to address, the data or other resources you expect to need, and a description of the deliverable. The proposal should not exceed one-page.
- A recent writing sample, such as a paper prepared for coursework, demonstrating your ability to summarize and communicate business information.

Incomplete application packages will not be considered. A complete application package with all materials in PDF format must be submitted to [employment@waterexchange.com](mailto:employment@waterexchange.com).

**Application Deadline:** This posting will remain open until **March 26, 2020**. Phone interviews and offers will occur in early April.

### **Location and Compensation**

- Term: Three-month internship during Summer, 2021 – Full time (40 hours/week)
- Located in one of WestWater's Phoenix, Fort Collins, or Boise offices.
- Office space and staff support for completing a research project may result in ongoing research and full-time employment with the company following graduation.
- A monthly stipend of \$5,000 per month.
- Eligibility for a post-internship scholarship to support graduate studies research in water marketing.

### **About WestWater Research**

WestWater Research is the leading water market advisory firm that assists clients throughout the United States on water asset transactions, valuation analysis, and financial structuring. Over the past 20 years, WestWater has become the leading market intelligence and pricing information provider. Our Waterlitix database is now powering Nasdaq's NQH2O Water Price Index, the first of its kind. In addition, WestWater is the primary source of deal flow and investment opportunities for capital markets. We offer clients a national practice through a local presence. With offices located in five major water trading regions in the western United States, our team has over fifty years of experience in the water sector, specializing in a variety of water-focused services, including water marketing, regulatory policy, water valuation techniques, financial investments, commodity trading, resource economics and planning, and GIS technology. WestWater maintains a comprehensive database of water right transactions in the Western US to assist in water right appraisals.