

May 11, 2018

**Water Technology Acceleration Project (WaterTAP)
Director, Capital Program Development**

The Organization

Created under the terms of the *Water Opportunities Act (2010)*, the Water Technology Acceleration Project (WaterTAP) was established as the Province of Ontario's sector support and accelerator organization for drinking water, wastewater and stormwater technologies. The organization operates as a not-for-profit with annual funding from the Province of Ontario and also generates self-sustaining revenue from client projects and a series of project-based contracts with provincial and federal government agencies.

WaterTAP's mission is to *connect Canadian water technology companies to resources that accelerate their commercialization, market adoption, and growth, with the aim of making Canada one of the top three innovation hubs for water technology globally.*

The Mandate

WaterTAP has championed Ontario's status as a world leader in water technology innovation for almost a decade. It brings private sector knowhow to the ecosystem connecting entrepreneurs, customers and investors, helping them find the resources they need to grow, thrive and ultimately meet the growing global demand for clean water solutions.

2018-19 will be a year of unprecedented transition and growth at WaterTAP in terms of both the mandate of the organization, and the staged development of key partnerships that will enable the organization to have a national impact.

One of the key strategic issues impacting Canada's water sector is **access to capital** – ranging from early-stage angel and venture financing through growth capital, private equity, and project finance, and WaterTAP is searching for the right candidate to join the WaterTAP team as Director, Capital Program Development to deliver impactful results on this important goal.

Key Responsibilities

Reporting to the Chief Operating Officer, the Director, Capital Program Development is responsible for all aspects of improving access of water technology companies to capital, including non-dilutive capital, various forms of equity, and project finance to enable Canada's water technology companies to access the financial resources required to reach global scale and a position of international market leadership.

Specifically, the Director will:

- Identify specific challenges that have historically represented barriers to access to increased capital investment in Canada's water technology sector.
- Identify potential government policy tools and initiatives that may be proposed to improve access to capital within the sector.

- Develop and validate supporting programs, training courses, events, and other initiatives that are designed to improve fundraising outcomes in Canada’s water technology sector.
- Work one-on-one with companies to ensure they are ready to raise capital, introduce them to potential investors, and help them structure deals.
- Develop and maintain a wide range of relationships with investors, government organizations, sector support organizations.
- Facilitate program development through vendors and delivery through internal resources and partnerships with appropriate organizations throughout Canada.

Key Deliverables

The Director ensures that WaterTAP:

- Is developing effective solutions to address the access-to-capital gap per the organization’s strategic plan.
- Has an identifiable and impactful role in contributing to “success stories” of sector organizations attracting significant capital.
- Alongside the senior leadership team, identifies and develops new policy initiatives that can be proposed to the appropriate government departments at the federal and provincial level to improve access to capital for the water sector.

The effectiveness of the Director’s efforts is measured by:

- Development, prototyping and delivery of a variety of access-to-capital programs;
- Outcomes and success stories that demonstrate increased investment activity and funding success for Canadian water sector companies;
- Client satisfaction ratings for WaterTAP’s products and services related to the access to capital portfolio;
- Staff 360 performance reviews.

Qualifications

The person filling this position must have the following experience:

1. Investment or entrepreneurial experience

- A minimum of 10 years of experience financing early-stage companies, preferably cleantech companies, and/or as an entrepreneur with experience in venture fundraising.

2. Technology commercialization experience

- A minimum of 5 years of experience commercializing new technologies or bringing new products to market, ideally in the clean technology sector.

3. Related University Degree or equivalent experience

- Excellent written and oral communication skills in English.
- Must enjoy and excel at presentations, via phone and in person to individuals or small groups.
- Written and oral fluency in French or additional languages is an asset.

To be successful, the person filling this position will be **knowledgeable, receptive and resourceful**, and must possess the following:

- **Proven knowledge** – a deep understanding of capital sources, and an appreciation of the issues and constraints affecting water sector investors.
- **Deep relationships** – an existing network of relationships with investors, funding sources, and others in the “venture investment ecosystem” and the ability to leverage these relationships.
- **Exceptional communication and interpersonal skills** – listens and understands, able to effectively share ideas and build buy-in; able to build effective relationships with staff and clients; builds credibility through actions and words.
- **Strong project management skills** – able to guide projects from inception to completion, including the ability to plan, execute, and monitor progress toward achieving organizational goals; ability to allocate and manage staff resources, develop and monitor budgets, deliver projects on schedule and within budget.
- **Strong planning skills** – always prepared, thinks ahead, anticipates what is needed, takes a proactive approach.
- **Sound judgment** – able to accurately assess a situation and respond appropriately.
- **Effective problem-solving skills** – able to identify problems, evaluate alternatives, and implement solutions; comfortable with change and ambiguity.
- **Takes initiative and self-motivated** – brings a positive “can do” attitude; strives for excellence; takes action; results oriented and likes to get things done.

Salary commensurate with experience.

For more information, contact Dr. Peter Gallant at peter.gallant@WaterTAPontario.com.

To apply in confidence, send a cover letter and Word version resume to hr@WaterTAPontario.com.

Applications will be reviewed commencing May 31, 2018 and the position shall remain open until a suitable candidate has been engaged.