Graduate Student Internship
Water Marketing and Water Investments

WestWater Research Background

WestWater Research is the leading economic consulting firm specializing in the water rights market. Since its inception in 2001, WWR has advised clients throughout the United States on water asset transactions and water development projects. WestWater has become the leading advisory firm to investment funds that are actively deploying capital into the water rights market. WWR has advised on more than $600 million in water transactions and has been the key architect of “breakthrough” water right deals for the investment sector.

With offices in four states (ID, AZ, WA, FL), the WestWater team is composed of economists, MBAs, legal analysts, and geospatial information systems (GIS) analysts, with over fifty years combined experience in the water rights industry. Our services include transaction advisory services, water asset valuations, marketing services, water resource economics, and water investment due diligence. The team has broad experience in water marketing, regulatory policy, water valuation techniques, financial investments, commodity trading, resource economics and planning, and GIS technology. Principals at WestWater Research conducted some of the first in-depth water trading analyses and water right appraisals in the United States. The WestWater Research team played a lead role in the design and implementation of water trading laws throughout the western United States and has advised private equity firms, corporations, governments and individuals on water transactions and valuation at a national and international level. WestWater brings a unique perspective to water projects, and we continue to be proven market leaders in the industry.

Graduate Summer Internship

WestWater is seeking graduate students pursuing Economics, Finance or an MBA that have completed his or her first year of studies, or a recent graduate, for a summer intern position. During the internship, the successful candidate will develop a market analysis of water right trading within a defined geographic region of the United States.

Detailed Job Description

The intern will be responsible for developing a detailed market analysis for water right trading within a geographic and market region of the United States. The selection of the market region will be done in cooperation with WestWater senior staff. Specifically, the market analysis will include a review and assessment of trading activity. This will be done by collecting price and transaction information through contacting and interviewing active participants in the market. Information from this analysis will be incorporated into WestWater Research’s market pricing database. Market and price data will be adjusted to account for attributes and variations in the transactions, so attention to detail is imperative. Once the transaction dataset is compiled the intern will analyze the information to identify market trends and key pricing metrics. The market analysis will assess the size of the market, trading volume, price levels and volatility, characteristics of buyers and sellers, as well as prospective future supply and demand conditions. The analysis will be incorporated into and guide an overall water right acquisition and investment strategy.
Essential skills include writing ability, database management experience and Excel proficiency.

The intern may also help with water investment due diligence functions including the development of market demand studies, alternative supply studies, site visits, comparable sales research and financial modeling. Additionally, the intern may assist in developing Power Point presentations and investment summaries to communicate information to investors.

The internship will be based in Boise, Idaho. There is potential for this position to turn into additional part time work through the MBA intern’s second year of business school.

**Qualifications**

- 1-3 years previous work experience, preferably in the natural resource sector and/or private equity investments
- Working towards graduate degree or a recent graduate in Economics, Finance, Masters of Business Administration or related field.
- Interest in water markets and water investments
- Independent worker
- Self starter
- Expertise with Microsoft Office computer programs including Excel, Power Point, Word, and Outlook
- Database management experience.

**Application Procedure**

The internship is a competitive process and will be based on a person’s qualifications and ability to communicate information and concepts. To assist in our evaluation we ask that applicants submit the following information:

1. A resume and cover letter.
2. One writing sample. This can be a recent paper prepared for a class or other related work that demonstrates your ability to summarize and communicate business information.
3. One to two slides of a PowerPoint presentation on the “Investment Opportunities in Water.” This is intended to be an elevator pitch presentation to an investor audience. Imagine that you have wandered onto an elevator with George Soros and you have 3 minutes to pitch him on why water is a compelling investment thesis.

Please submit your complete application package to employment@waterexchange.com by the close of business, January 31, 2012. Candidates will be contacted by the end of February 2012. Please do not inquire on status prior to that time.

**Compensation:**

Compensation will be based upon the applicant’s qualifications.