



Position Description: Director of Water Innovation

About Elemental Excelerator

Elemental Excelerator is a nonprofit that helps startups change the world. Each year, we find 15-20 companies that best fit our mission and fund each company up to \$1 million to improve systems that impact people's lives: water, energy, agriculture, mobility, and beyond. We are supported by the U.S. Navy and a diverse coalition of utility partners, corporate partners, state government, and philanthropic organizations such as Emerson Collective, an investment and philanthropic platform dedicated to removing barriers to opportunity.

It is our belief that our most complex problems require collective action – and that this action must start at the local level. Our culture is fast-paced, fun, and results-oriented – offering opportunities to learn, grow, and contribute to a high-performing team.

This is an opportunity to join our team and contribute to the growth of our program and companies in our portfolio – working together to increase access to clean technology, build healthier communities, and spread economic opportunity. We have operations in Hawaii and California and deploy projects across those regions along with Asia Pacific.

Director of Water Innovation

The key responsibility for this role is to lead our water program. This means co-designing projects with portfolio companies, project partners, industry stakeholders, tracking and sharing market trends, and tailoring our services. The Director of Water Innovation will report to our Managing Director, Accelerator. Responsibilities include:

- Working closely with our water entrepreneurs to help them scale their businesses and impact
- Capturing key insights and data from projects, and helping our companies scale 10x after project completion
- Working creatively with our Policy & Community team to remove policy barriers for our water portfolio companies
- Understanding startup trends in new water, and customer pull for new solutions
- Identifying innovative and high-potential water startups for our dealflow team
- Working in close collaboration with our Communications team: creating thought leadership content in print and digital form, and representing Elemental on stage at industry events
- Introducing water corporates to our Partnerships team, with the goal of bringing in partners who can benefit from innovation and help startups scale
- Serving as relationship support and startup-corporate bridge builder with water partners
- Serving as a Board Member or Board Observer to our water portfolio companies, as opportunities arise

Qualifications

Minimum Qualifications:

- Industry experience in the water sector
- Experience working with and engaging diverse stakeholders
- Excellent oral and written communications skills
- Team-oriented mindset and ability to work successfully in fast-paced, diverse teams
- Entrepreneurial approach
- Outstanding organizational skills
- Bachelor's or Master's degree from an accredited post-secondary university
- Location: one of our two geographies (either Honolulu, Hawaii or Bay Area, California)
- Travel ~10% domestically and internationally

Preferred Qualifications:

- Technical background in water with on-the-ground experience
- A network across startups and corporates
- Program Management experience
- Demonstrated understanding of how water businesses operate
- Fluency in water economics, politics, and infrastructure
- Fluency in financial and business models of most leading and emerging private-sector water companies and ability to work across the industry to deliver new products
- Experience convening / leading events and conversations
- Recognized leader in the field

Compensation

Competitive pay will be offered commensurate with qualifications, and competitive benefits will be provided. This is a full-time "at-will" position working 40 hours per week.

Please submit a resume and cover letter online at www.elementalexcelerator.com/mission/#join.

We will accept and review applications on a rolling basis. Although all applications will be considered, we are unable to respond to all inquiries. Equal Employment Opportunity Employer.