



EWB Long Term Fellowship Meltwater Entrepreneurial School of Technology (MEST)

Role: Incubation Coordinator

Venture: MEST

Website: www.meltwater.org

Location: Accra, Ghana

Start Date: Training May 2017, placement start date June 2017

Duration: 12 months

Engineers Without Borders Canada (EWB) is a Canadian NGO that invests in people and ventures to create a thriving and sustainable world. Bolstered by its network of 36 chapters and 1600 members, EWB provides seed funding, talent and mentorship to social enterprises throughout sub-Saharan Africa. For more information on EWB, visit <http://ewb.ca>

The EWB Fellows Program

The EWB Fellows Program exists to develop a cadre of Systems Change Leaders by equipping them with the opportunities, competencies and skills needed to build a more thriving and sustainable world. Every year we recruit 25-30 outstanding people for the 12-month Fellowship, placing successful candidates in one of our early-stage Ventures located throughout sub-Saharan Africa. This Fellowship opportunity is with MEST and is based in Accra, Ghana.

About MEST

The Meltwater Entrepreneurial School of Technology ([MEST](#)) runs a one-year intensive training program which identifies talented young professionals across Africa, and equips them with the tools and skills necessary to build globally competitive technology companies. Since its inception in 2008, MEST has produced 200 graduates from Ghana, Kenya and Nigeria.

Upon completion of the program, MEST invests anywhere from \$20,000-\$250,000 in teams and ideas with proven traction, scalability and commercial viability. Through the MEST Incubator ([MINC](#)), MEST has incubated over 20 portfolio companies ([view our current portfolio here](#)) since 2010. In addition to the seed capital provided in the incubator, MEST teams also receive hands on mentorship from globally trained professionals and access to our extensive network.

About the role

Fellows working with MEST will primarily serve in a teaching capacity for the training program (focusing on business and technology training) and as hands-on mentors (and in many respects team

members) for our incubated companies. Fellows must have a strong “can-do” attitude and a willingness to roll up their sleeves- providing support where and when it’s needed in both our training program and incubator.

A major need at both the training program and incubator is a person with the following skills (and/or): Strategy, Business Development, Sales and Customer Driven processes!

As an Incubation Coordinator for MEST, your responsibilities will include:

- Working closely with 3 to 5 assigned portfolio companies to scope and prioritize projects, understand user needs, and translate them into requirements. This is a hands-on role where you’ll be expected to roll up your sleeves and get your hands dirty.
- Lead analysis of core metrics and KPIs including user engagement and retention.
- Advise the team in other areas of business growth as needed (eg. user acquisition, recruitment) and connect them to resources that help them achieve their goals.
- Liaise between company and incubator management. This will include making sure that reports and KPIs are reported accurately and on time.

EWB and MEST are partners in that we work towards similar goals of empowering young African entrepreneurs to catalyze change through innovation. Both EWB and MEST provide incubation services and seed funding, as well as operate fellowship programs with similar durations.

EWB is interested in supporting MEST with our fellows to create impact within MEST’s program and increase technical capacity. Simultaneously, EWB is interested in learning about MEST’s operational effectiveness and potential areas of growth in the impact investing space for EWB. This role is therefore considered a learning partnership.

Sound exciting? Here’s who we are looking for.

Skills & Qualifications

We are looking for fellows who are:

- **Experienced:** You have at least 2-4 years experience in an operational role at technology startups, or a consulting background. You can quantify your success in helping teams build and sell products people love.
- **Entrepreneurial:** You have strong user acquisition instincts and can help a team market what they’ve built. You’re a born hustler who thrives in uncertain environments, with the grit to do whatever it takes to make an early stage team successful.
- **Articulate:** You’re able to communicate clearly and convincingly with different stakeholders, including portfolio founders, MEST management, potential hires, and investors.

Please note: You must be a Canadian citizen, permanent resident, or landed immigrant in order to apply. No exceptions.

Compensation

All costs relating to the placement are either paid for directly by EWB (airfare, insurance, vaccinations, trainings) or indirectly through a living stipend, which covers food, living expenses, local travel, etc. Fellows also receive an honorarium to assist with repatriation costs. The stipend covers basic living expenses for a modest lifestyle in your placement country. You should not expect to save money during this year or use the stipend to cover previous expenses (e.g. student loans).

Additionally, EWB offers a range of benefits including insurance, a settlement allowance, professional development opportunities, and more.

Application Instructions

Submitting your application for the EWB Fellowship involves two steps:

Step 1: Under the subject line “Incubation Coordinator - MEST”, submit your CV/Resume to devonmatthews@ewb.ca.

Step 2: Complete the following [online application form](#). Please select "EWB Long Term Fellowship - MEST" as the “Opportunity type”. If you would like to submit your candidacy to more than one role, please fill out separate forms.

Applications will be reviewed, and interviews scheduled on a rolling basis, so please submit your application as soon as possible. If the posting is still on our website, consider the role available.

For further detail about EWB, please visit [our website](#).