

Description of the Role:

Commodity Analysts within the IEG Crops Group conduct comprehensive supply and demand analyses for US and global grain, oilseed, and cotton markets, including forecasts of prices and the development of price risk management strategies for clients across the global food and agriculture spectrum. The person in this position will work with more senior analysts and share responsibility for maintaining and updating IEG's fundamental supply/demand analytic base for assigned commodities and for communication of information to clients. The position also involves working cooperatively with other areas of the company, contributing expertise to consulting projects, and other activities as needed. Analysts convey the results of their research through a variety of outlets, including internal meetings, online content delivery to clients, special reports, occasional formal presentations, and informal interaction with clients via telephone and email.

To achieve this you will need to ensure that:

- Procedures for data management and proprietary company methodologies are followed and updated as needed;
- You have a good grasp of economic research methods and a desire to apply them to real world situations;
- Time is managed so that the analytical work flow is in line with company objectives, particularly with respect to data management, report content, services provided to clients and internal audiences, and special projects.

Specific Responsibilities:

- Maintain databases and help keep analytical models up to date.
- Keep abreast of developments, both domestic and global, that may influence agricultural markets and communicate noteworthy items to internal staff.
- Contribute to IEG's regular client communications and/or for third parties that contract with IEG to provide customized content services.
- Prepare regular reports for clients, providing updates on the latest fundamental supply/demand features and other aspects of the outlook for clients.
- Field requests from clients for data and information.
- Participate in consulting projects and provide support to client service and sales personnel as needed.

Attitudinal Attributes Required for the Role:

- Attention to detail and accuracy.
- The desire to become an expert with respect to knowledge of a particular commodity group.
- Strong work ethic.
- Excellent written and verbal communication skills.
- An analytical orientation and affinity for exploring behavioral relationships in commodity markets.
- Ability to meet daily and weekly publication deadlines

Core Competencies:

- Solid understanding of economics with at least some knowledge of agriculture. MS in Agricultural Economics, Economics, or closely related field preferred. However, industry experience may be taken under consideration as a substitute for a completed graduate degree.

- Ability to anticipate the needs of clients and provide information that helps them make appropriate business decisions.
- Proficiency in Excel, Word, and PowerPoint required, experience with Access a plus.
- Ability to write in a clear and concise manner, relating economic concepts and market developments in a way that the average business person can understand.
- Presentation skills—must be able to make effective presentations to both internal and external audiences.

Key Internal Relationships:

- Senior Vice President (Crops) and other analysts within Crops Group
- Colleagues in the Project Consulting Group and Animal Protein Group
- Other analysts within the AgriBusiness Intelligence business vertical
- Sales and marketing colleagues.

Key Performance Criteria:

- Retention rate of existing clients.
- Ability to provide content for Informa's various online and other client publication formats on schedule.
- Feedback from colleagues on performance in cooperative efforts across company departments.
- Feedback from client service and sales representatives on the quality and value of materials and other contributions provided.

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