

Senior Consultant – Informa Economics Group | AgriBusiness Intelligence

Informa Economics Group, a World agribusiness research and consulting leader that covers the food supply chain from inputs to retail globally, is seeking a **Senior Consultant** to join its team in **Memphis, TN; Minneapolis, or Washington D.C.**

Role Description

The Senior Consultant is responsible for project management and execution. Project management includes leading multiple projects simultaneously, directing several project teams that may include consultants, senior consultants and senior executives, ensuring projects meet the required quality and analytical depth, ensuring projects are completed on time, writing parts of the consulting report, and reviewing the writing/content of the overall consulting report/deliverables. They are also expected to work on the execution of projects and/or be part of a project team. Project execution involves obtaining primary and secondary information, working with databases, conducting quantitative analysis, developing and writing findings, formulating advice for businesses, government agencies and trade associations and interacting/presenting projects to clients. Projects also often involve financial analysis and strategy development.

ROLE AND RESPONSIBILITIES

Consulting Project Management

- Manage/lead and execute entire project or sections of projects
- Guide research team to ensure analytical quality is met
- Guide research team to meet project milestones and timelines
- Work on several projects simultaneously
- Relay any related concerns/issues in a timely manner to VPs or SVPs

Consulting Project Execution

Conduct extensive primary and secondary research and analysis of the markets relevant to the food and agriculture supply chain, including transportation, renewable energy sectors, agricultural and trade policy and overall regulatory environment

- Manage, organize, and analyze sets of data using Excel, Access or related tools
- Develop questionnaires and conduct interviews with industry participants
- Analyze information by using economic, financial, statistical/econometric, business strategy principles and methods (e.g., financial statement analyses, price forecasting)
- Develop original content and/or analytical approaches
- Write parts of consulting reports, consolidate work from other members into a single report, and review overall report
- Synthesize research findings to effectively communicate this research, findings and conclusions to clients

Sales and Marketing

- Contribute to proposal submissions and business development opportunities
- Support VPs and SVP to develop new business leads and interact with potential clients

SKILLS & EXPERIENCE:

- Highly self-motivated and strong work ethic to work effectively under little supervision
- Ability to work as part of a team
- Ability to handle and lead multiple projects and priorities



- Flexible to analyze a wide range of issues in a timely manner
- Good communicator with clients and colleagues
- Solid time management and organizational skills
- Comfortable with tight deadlines and volatile work flow
- Strong analytic and problem solving skills
- Ability to expand knowledge base to multiple markets, analytical tools and topical areas
- Ability to conceptualize and synthesize complex issues
- Strong communication skills including writing and oral presentation capabilities
- Proficiency in Excel, Word and PowerPoint and other software used within the group
- Masters, MBA or PhD in business, economics, agricultural economics or a related field and work experience of over 2 years
- Ability to manage consulting research projects and a team of analysts
- Knowledge of agriculture or food markets is helpful but not required

To apply for this opportunity and develop your career within an industry-leading global brand, please send your CV and a cover letter and salary expectations [APPLY HERE](#)

About Informa:

Informa's Business Intelligence (BI) division provides specialist data, intelligence and insight to our customers, helping them make better decisions, gain competitive advantage and enhance return on investment.

BI has a valuable portfolio of digital subscription products, providing business critical intelligence to global, regional and niche communities within five core industry sectors: **Pharma & Healthcare; Finance; Telecoms, Media & Technology; Maritime & Law and Agribusiness & Commodities.**

Informa is committed to equal employment opportunity for all employees and applicants for employment without regard to age, color, creed, disability status, gender, national origin, race, religion, sexual orientation or veteran status, or any other legally protected status.