

**Senior Analyst, Feed Grains** INFORMA ECONOMICS IEG, Memphis TN

**Informa Economics IEG** is a world leader in broad-based domestic and international agricultural and commodity and product supply-chain market research, analysis, evaluation and consulting. For nearly four decades IEG has provided fundamental research and special projects to hundreds of firms around the world. For more information, please refer to [www.informaecon.com](http://www.informaecon.com).

**The Senior Feed Grains Analyst** conducts comprehensive supply and demand analyses of US and global feed grain markets, including forecasts of prices and the development of price risk management strategies for clients across the global food and agriculture spectrum. The analyst is responsible for maintaining and updating IEG's fundamental supply/demand analysis, providing a continually updated base of information for client service personnel 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;
- A network of professional contacts in industry, government, and academia is cultivated and maintained;
- 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 report content, services provided to clients and internal audiences, and special projects.

**Specific Responsibilities:**

- Maintain databases and keep analytical models up to date, so that internal service representatives are all able to work with common, up-to-date forecasts when advising clients or preparing presentations.
- Keep abreast of developments, both domestic and global, that may influence feed grain markets and communicate noteworthy items to internal staff.
- Write daily commentaries for IEG's regular client communications and/or for third parties that contract with Informa 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.

**Attitude Attributes Required for the Role:**

- Attention to detail and accuracy and a Strong work ethic.
- The desire to become an expert with respect to knowledge of a particular commodity group.
- 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, renewable fuels markets, futures markets, and hedging. MS or PhD 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 Performance Criteria:**

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

**To apply for this opportunity, please send your resume and a cover letter and salary expectations [APPLY HERE](#)**

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