

Informa Economics IEG, a part of Agribusiness Intelligence | Informa has an exciting opportunity for a Director of Crop Market Research.

Description of the Role:

Primary responsibilities include overseeing Informa Economics' fundamental analysis and price forecasting for US and global grain, oilseed, and cotton markets. The position requires in-depth knowledge of the drivers of global price movements and involves substantial client contact. The Director is responsible for supervising the work of Informa's Crops analytic team, ensuring that analytical databases and forecasts are maintained to support an outlook one to two years forward and that adequate backup is in place. The Director also is heavily involved in regular client service activities and is responsible for coordination between the Crops team and other internal functional areas.

To achieve this you will need to ensure that:

- All relevant data and forecasts are maintained and shared with clients in a timely fashion;
- Clients are aware of the latest supply and demand information that can help in their decision making;
- Senior management and other colleagues who communicate with clients are informed about Informa's outlook and can share key information and recommendations;
- Informa's crop analysts are guided in using the most effective analytical methods and communication styles

Specific Responsibilities:

- Supervision of Informa's crop analysts to ensure that all relevant data and forecasts are maintained so that clients and colleagues are aware of the latest supply and demand information and can make informed decisions based on Informa's analysis and recommendations;
- Communicating with clients and colleagues via email, telephone and in-person meetings regarding Informa's supply, demand and price projections and risk management recommendations;
- Communicating with industry and government contacts to gain understanding of relevant market information that can impact markets, and affect decision making for clients.

Attitudinal Attributes Required for the Role:

- Strong work ethic and passion for agriculture.
- Ability to understand, analyze, and efficiently manage large data sets.
- Strong verbal and written communication skills.
- Willingness to learn from others, as well as being a mentor to direct reports.
- Ability to efficiently manage time and prioritize among a wide range of tasks.

Core Competencies:

- Experience in supply and demand analysis, preferably of agricultural commodities. MS or PhD in Agricultural Economics, Economics, or closely related field required, along with a background of at least 5 years of experience related to commodity market research in industry, academia, or government.
- Understanding and vision: Awareness of the key supply and demand factors that drive commodity prices and the best analytical methods to assess those factors. Anticipate the needs of current and potential clients and how Informa can help them make profitable decisions.
- An understanding of crop production practices and producer decision-making
- A thorough understanding of cash and futures markets
- Awareness of agricultural policy in the US and other key regions of the world
- Communication: Must ensure that clients and colleagues understand critical information influencing agricultural commodity markets and Informa's outlook for those markets. Guide direct reports in how to best evaluate supply and demand variables, and how to communicate Informa's outlook to clients.



- Efficiency: Ensure that commodity research delivered to clients and colleagues is not only accurate and informative, but also timely

Key Internal Relationships:

- Senior Vice President, Research
- Analysts on the Crops team
- Colleagues within Project Consulting, Livestock, Transportation, and Energy teams
- Key account managers

Key Performance Criteria:

- Client satisfaction with Informa's reports and other communications
- Retention rate of existing clients and addition of new clients based on the quality and value of Informa's analysis and recommendations
- Development of Informa's analysts into highly-regarded experts within their areas of specialty
- Ability to manage the team in a way that maximizes backup and cross-training opportunities

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

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