

Market Specialists – Market Intelligence Division

Role: Analyst

Band: C

Team: Market Intelligence - Market Specialists (Arable)

Reports to: Head of Market Specialists

Band Descriptor: Specialist team members with experience of the specifics of cereal, oilseed and/or potato markets. These roles will be technically knowledgeable in a defined field. May have some supervisory/team leader responsibilities.

Contribution to Corporate Business Plan: Collaborating and providing technical knowledge.

Role Purpose: The role of the Analyst primarily involves working alongside Senior Market Analysts by researching, collating, analysing, interpreting and clearly communicating agricultural market intelligence across the cereal, oilseed and potato markets.

Role responsibilities

- Working in the Market Intelligence department requires a person with an inquiring, rational and evidence-based approach to analysing primary data, macro-economic trends and market information. The outputs of the team call for someone who can confidently communicate (in written and/or verbal forms) coherent and sound commodity market outlooks.
- The role will involve researching, analysing and communicating global supply and demand drivers, international futures markets, domestic market information and wider macro-economic data for the cereals, oilseeds and potato sectors.
- The Arable Market Specialist team produce a wide range of publications and presentations. We communicate through emails, podcasts, social media, videos and in-person at conferences and events. The communication of our analysis is a critical part of the role to increase personal profile in the industry and ensure our insight is impactful and influential.

Key responsibilities (please note this is not a list of each and every activity associated with these responsibilities)

- Develop an in-depth knowledge of all market drivers for the arable sector (cereals & oilseeds and potatoes).
- Research primary and secondary data, prepare analysis and interpret analytical results from multiple sources.
- Clearly communicate this analysis across various methods, both written and verbal.
- Conduct weekly phone surveys of key traders, processors and merchants to stay up-to-date with market information and collect key prices for analysis.
- Continually develop processes and methodologies, ensuring the ongoing accuracy and effectiveness of outputs.
- Contributes to, or may lead on, small and medium-sized projects in consultation with other staff.
- Keeps abreast of appropriate industry developments to proactively ensure outputs develop in the correct context.
- Regular contact with, and some management of building relationships with, internal AHDB colleagues and external stakeholders.

Delegated Authority:

- Reports to Head of Market Specialists, Market Specialist Manager or Senior Market Analyst.
- Stand in for Senior Market Analyst as agreed.
- Analyst status in MI authorisation process – sign-off of Band C-sensitivity documents.

Person Specification – Knowledge/Skills/Experience:

- Professional qualification to at least degree standard in Economics/Agriculture or another numerate discipline, or relevant experience.
- Interest in, and ideally experience of, the agricultural sector.
- Excellent planning and organisation skills with a structured and methodical approach to any task, identifying priorities and setting deadlines.
- Research of primary data and analytical experience of both qualitative and quantitative information.
- Displays rational thought processes and ideally knowledge/experience of economic analysis.
- High level of attention to detail.
- Skilled in handling and analysing sensitive and confidential data.
- Good interpersonal and evidence of working effectively and collaboratively within a team.
- Verbal, written and interpersonal communication to deliver insight & impact.
- Confident to proactively engage stakeholders in person or via other communication channels.
- A focus on internal and external stakeholder engagement & partnership building.
- Displays interpersonal skills with the confidence to negotiate with a range of stakeholders across AHDB and the industry

	Area of Expertise	Level Required
1	Influencing and negotiating	2
2	Planning and organising	2
3	Presentation skills	2
4	Written communication	2
5	Quality ownership	2
6	Insight/analysis commentary	2

	Behaviours	Level Required
1	Customer Mind-Set	2
2	Performance Driven	2
3	Respecting Others	3
4	Working in a Matrix	3

Version	Date	Author	Description
1.0	March 2019	D Eudall	Original
1.1	May 2019	D Eudall	Updated Key Responsibilities
1.2	August 2019	D Eudall	Updated Person Specification