

## **Economist / Futures Analyst**

This Economist position focuses specifically on the animal production industry. Candidate must have a general working knowledge of outside, feeder cattle and live cattle economics, Applicant should have a general understanding of food chain integration, price discovery mechanisms, animal welfare, basis risk, international exports, domestic beef processing, country of origin labeling, wholesale beef margin relationships, and retail marketing. The analyst's primary responsibility is to compile timely, accurate and concise economic data, examine market correlations, and prepare timely research. Economist will also be responsible for working with internal counterparts to formulate opinions, action plans and trading strategy for customers and other client relationships.

## **Essential Duties and Responsibilities**

- Create economic reports and analyses on industry trends, structural change, and policy initiatives for internal and external audiences
- Prepare and deliver presentations to internal and external audiences, including speculative and hedge customers
- Keep abreast of relevant trends, market movements, and macroeconomic conditions impacting both the agricultural, beef and financial market place
- Identify key research topics of interest in global consumption, domestic herd size, feeder cattle production and monthly feed yard cattle placements, performance and sales
- Develop a risk management schedule and objective for seasonal integrated hedge practices via commodity futures and options, forward contracts or regulated swaps
- Contribute and manage data for research projects conducted by external experts
- Develop broad-based network of contacts and relationships within the agricultural, regulatory and beef industry

## **Required Qualifications**

- Bachelor's or Master's degree in agricultural and applied economics or equivalent experience and demonstrated knowledge in a related field
- NFA Series 3 Licensed Broker
- Current AML Training & Compliance Certification
- Periodic ethics training and verification
- Excellent analytical, written, and public speaking skills
- Demonstrated ability to initiate and complete projects in defined field of expertise
- Demonstrated ability to work effectively in a fast-paced, collaborative environment and provide written or oral summaries to firm affiliates, brokers, and customers
- Sufficient knowledge, experience, and confidence to apply a global and national macroeconomic perspective to feeder cattle live cattle production, processing, and marketing and including feed ingredient hedging

## **Desirable Qualifications**

- Applied knowledge in pork, poultry, or beef production and marketing industry
- Previous experience as an economic analyst or related employment with USDA
- Proficient in applicable vendor software, platforms, data services, price quote facilities.
- Proven work ethic, punctuality and desire to be part of a dynamic growth model.