**Economist/Industry Analyst/Sr - Dairy Industry**

This Industry Analyst/Sr Industry Analyst position is focused primarily on the dairy production, processing, and marketing industries. The analyst’s primary responsibility is to deliver timely, insightful, and concise industry/economic research reports and analyses to internal and external audiences. Toward this end, he or she will work collaboratively with other CoBank professionals with a shared interest in the dairy industry to identify key trends and industry issues.

**Why This Job?**

This position is ideal for someone (a) with a passion for delving into current issues, new trends, structural change, and their implications for the dairy industry and (b) who can successfully inform others about his or her insights into this industry. Toward this end, he or she must have a talent for writing and synthesizing information into meaningful conclusions. The position provides flexibility to work on a wide variety of industry topics and interact with leading CoBank dairy industry customers and industry thought-leaders, including academics and other industry experts. His or her analyses and conclusions will be used to inform decision-making within and outside CoBank.

**Essential Duties and Responsibilities**

- Write 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 customers.
- Keep abreast of relevant trends, market conditions, and macroeconomic conditions impacting both the dairy industry and the bank.
- Identify key research topics of interest in the **dairy production, processing, and marketing industries** and then develop a plan for how to complete the research project.
- Manage research projects conducted by external experts, from beginning to end.
- Develop broad-based network of contacts within the **dairy industry**.
- Serve as liaison to the Dairy Processing and Marketing Center of Excellence.

**Required Qualifications**

- Master’s degree, or Bachelor’s degree plus master’s-level knowledge equivalent, in agricultural/applied economics or related field.
- 3-10 years’ experience as an agribusiness or related industry economic analyst
- Excellent analytical, written, and public speaking skills.
- Demonstrated ability to initiate and complete research projects in his or her field of expertise.
- Demonstrated ability to work effectively in a fast-paced, collaborative environment and provide written or oral summaries to key bank decision makers.
- Sufficient knowledge, experience, and confidence to apply a global and national macroeconomic perspective to the **dairy production, processing, and marketing industries**.

**Desirable Qualifications**

- Knowledge about the **dairy production, processing, and marketing industries**.
• Some work experience as an economic analyst focused on the dairy production, processing, and marketing industries.

About CoBank

CoBank is a $100 billion bank with over 850 associates and is also one of the best kept secrets in the financial industry. We are a successful and unique bank that plays an important role in the nation’s rural economy. We’re not a retail bank – we don’t take deposits, have branches or offer mortgages, car loans and consumer credit cards. Instead, CoBank provides loans to vital industries throughout rural America – namely agribusiness and rural utilities. We also help some of our agribusiness customers sell their products internationally. It’s an important niche supporting U.S. industries that play a critical role in the national and global economy.

Not only does CoBank – headquartered in Denver and with 13 offices nationwide – serve a unique customer base, we do it using a unique business model. CoBank is a cooperative, which means we’re owned by our customers, and they are involved in the bank’s governance and share in our profits. It’s a system that works. CoBank, the largest financial institution headquartered in Colorado, is strong and stable. During the recent economic downturn and banking crisis, CoBank realized record profits and did not receive any government financing. Our commitment to cooperative principles – coupled with banking best practices – has kept our balance sheet healthy so we can stand by our customers in any economic conditions.

In addition to an unwavering customer focus, our employees are part of the secret of success at CoBank. CoBank has a vibrant, team-oriented and engaged corporate culture, and employees are respected for their experience and expertise. We provide competitive benefits, a generous 401(k) plan and promote a healthy work-life balance. Individual employees also get to direct a donation on behalf of the bank to a charity of their choice. Additionally, CoBank also has a robust environmental strategy and award-winning corporate giving program.


SPECIAL NOTES:  
CoBank will not sponsor a work visa (e.g. H1B, etc.) to fill this position.  
As a condition of employment with CoBank, any successful job applicant will be required to pass a pre-employment background investigation.

CoBank is an Equal Opportunity Employer