

JOB OPENING

Title: Senior / Principal Analyst
Location: Houston, Texas
Function: Consulting
Industries: Oil & gas, energy, and energy transition
Type: Full-time

About ADI Analytics

ADI is a boutique management consulting, industry research, and transaction advisory firm specializing in oil and gas, energy, chemicals, and industrials. Established in 2009, ADI has completed 1000+ projects for 400+ clients including ExxonMobil, Shell, BP, Dow, BASF, GE, Schlumberger, KKR, Microsoft, and U.S. Department of Energy. We help companies, investors, and government agencies with market research, strategic planning, cost and economic analysis, competitive benchmarking, and technology assessments.

With a strong entrepreneurial culture, ADI is pursuing aggressive growth through several initiatives including the acquisition of Chemical Market Resources, the launch of two conferences, and the development of new offerings. As the company grows, ADI is recruiting entry-level and experienced talent with an interest in consulting and professional services. You may learn more about us at www.adi-analytics.com.

Job description

- **Contribute to consulting projects initially as a lead / senior analyst building consulting capabilities to eventually drive them as a project manager / principal analyst**
 - Research and validate markets, assets and companies, ownerships, and strategies to produce supply, demand, cost, price, and margin forecasts regionally and globally ...
 - ... Using a mix of primary and secondary research and structured / scientific interviews and surveys
 - Develop models to forecast supply, demand, pricing, costs and economics, and other metrics through a mix of quantitative approaches
 - Develop high-quality presentations that summarize and communicate our findings
 - Interact with current and potential clients to build project scope and proposals. Manage projects through to completion/final delivery
- **Produce high-quality research in the form of blogs, articles, reports, webinars, and presentations**
 - Monitor and identify industry trends, developments, and issues to address through short, focused, and timely thought leadership
 - Utilize thought leadership pieces to position ADI Analytics as an effective and insightful partner
- **Participate in industry events and conferences by making presentations and moderating panels**
 - Understand the landscape of events and conferences relevant to our business
 - Strengthen your network of contacts at key companies and industry associations
- **Support business development with increasing responsibility over time by identifying trends and offerings, developing consulting project proposals, formulating and execute subscription research and data offerings, and other revenue-focused initiatives**
 - Monitor and analyze the industry landscape to identify prospective clients
 - Engage and maintain visibility and contact with existing clients and drive repeat business
 - Learn and support prospect development and engagement, pitching of company capabilities, and proposal development to win projects

Qualifications

- Substantive experience and interest in analytical roles
- Relevant industry knowledge of the energy sector and in-depth understanding of oil & gas, energy, or energy transition markets
- Strong written and oral communications and confidence in engaging with small / large groups
- Interest in a role to build on your existing knowledge and learn from others in a collaborative, commercial and customer-centric environment
- Enjoy sharing what you have learnt with others
- Ability to work independently with a willingness to go deep or broad as needed
- Excellent teamwork, brainstorming, and collaborative skills with a willingness to go the extra mile
- Productivity and efficiency-focused and driven with a desire to be best in class
- Masters or higher degree
- High affinity for consulting, research, or strategic roles in energy industry
- Personal organization skills with track record of managing multiple projects to ensure on time delivery within budget
- Experience in working with global teams, and leading complex projects with strong self-initiative
- Fluency in English, additional language skills an added bonus
- Proficiency with MS applications required (Excel, Word, and PowerPoint), understanding of database mechanics helpful but not essential (e.g., Access, SQL)
- Knowledge of analytical tools would be a plus

What we offer

ADI Analytics offers a fast-paced entrepreneurial environment with several opportunities for professionals to grow and develop careers. Our firm has exacting standards for research, analysis, writing, and presentations; demands hard work to produce insightful analyses and meet client deadlines; and rewards team members who demonstrate initiative, ownership, industry expertise, and continuous growth. We offer competitive compensation, merit-based bonuses, raises, and promotions, health, dental, and vision insurance, a best-in-class 401(k) plan with discretionary company contributions, paid time off, flexible working hours, and a collaborative, professional work environment. Finally, ADI Analytics is an equal opportunity employer that welcomes and promotes diversity within its team.

How to Apply

Please send resume with a cover letter to work@adi-analytics.com.