



## **Manager Research- Sydney**

New Forests is a global specialist forestry, rural land and environmental investment management company headquartered in Sydney, Australia, with offices in San Francisco and Singapore.

We are looking for a Manager, Research, to work as part of our Australian based team. Reporting to the Executive Director, Investor Services, this role will be key to ensuring that strong research and evidence based insights underpin New Forests' investment programs. This role will support the development and execution of a corporate research agenda related to global timber markets and trade, trends in the emerging bio-economy, institutional investment in forestry and real assets, and trends in ESG and responsible investment affecting the forest sector, thus supporting the company's investment programs, investment product development as well as reporting to New Forests' institutional investor clients. It will also support New Forests Timber Products, providing relevant market information and insights that will help underpin timber products marketing in domestic and export markets.

To be successful in this role, you will be a self-motivated individual who thrives on working in a team environment towards a common goal. You will have strong attention to detail, diplomacy and the ability to work independently.

Your responsibilities will include:

- Coordination of research needs and information flows across New Forests, including development of the annual corporate research agenda;
- Analysis and synthesising of market and commercial information to support New Forests' research agenda and reporting to clients and other external stakeholders;
- Working with investment teams and investment analytics staff members, to coordinate the development of forward demand and price projections for major forest products, to be applied in acquisitions and operational investment decision making;
- Working with Investment Analytics staff members to update and maintain corporate datasets on timber markets, environmental markets, and economic indicators; and
- Tracking timber product sales including suppliers, buyers, market price, and volume in markets where New Forests operates.

### **Experience & skills required:**

- Ability to analyse and synthesise quantitative and qualitative information, and put forward an informed view on current markets, demand, price forecasting, sectoral trends
- Ability to constructively incorporate the above into relevant business matters (e.g. forecast log pricing, opportunities in new forestry markets, how changes in interest rates may affect forestry discount rates)
- Ability & desire to engage with third party data providers and market experts to obtain data and insights that can help inform the management of New Forests portfolio, as New Forests grows its business and adds value to assets

- Strong communication and written skills such that information is presented to internal and external stakeholders in a well-reasoned and well-researched manner, via presentations, face to face meetings, and reports
- Capability and desire to work in a geographically and functionally diverse team, cognisant of business objectives in different contexts
- A depth of experience in forest economics, forestry consultancy or a related field
- Tertiary qualifications in a related discipline (e.g. economics, forestry, business)
- Familiarity with market experts, data sets, industry players, and dynamics in the various markets and regions where New Forests is active
- Familiarity with database theory, software, and implementation
- Experience with forestry market assessments, forestry valuations, due diligence and acquisitions, and/or forestry operations in the plantation sector, desirable
- Strong organizational skills
- A positive can-do attitude
- A passion for increasing sustainability and responsible investment, in the forest sector
- Availability and willingness to travel.

#### **What can we offer?**

Our environment is busy and supportive, and the team is professional but relaxed. If you join us you would be joining a growing, fast paced business which is an environmental & sustainable leader in forestry investment. You will also be working with professionals who are passionate about their work!

This is a fantastic opportunity for a strong researcher to apply their skills in this newly created role.

#### **To Apply**

Please apply by sending a cover letter and resume explaining your interest in and qualifications for the position, in PDF format to [careers@newforests.com.au](mailto:careers@newforests.com.au)