



## Associate Director, Research, New Forests Timber Products (NFTP)

**Location:** Melbourne, Australia

**Reporting to:** Director Marketing, New Forests Timber Products (NFTP)

New Forests Timber Products ([www.newforests.com.au/timber-products/](http://www.newforests.com.au/timber-products/)) seeks a motivated and suitably experienced research professional for this newly created position. This role will undertake research and analysis related to forest product markets relevant to the clients of NFTP, providing market information and insights that will help underpin timber products marketing and trading in domestic and export markets. Market coverage will include: timber markets and trade (with particular focus on Asia-Pacific region but within the context of global timber products trade flows); relevant economic and forest policies; economic indicators driving forest products demand.

New Forests ([www.newforests.com.au](http://www.newforests.com.au)) is an investment management business offering leading edge strategies in forestry, land management, and conservation. We seek to manage sustainable landscapes for production and conservation and to generate shared value for our clients and the communities where we operate. Founded in 2005, we offer institutional investors dedicated investment strategies in Australia-New Zealand, the United States, and Southeast Asia and have more than AUD 6 billion in assets under management. We manage sustainable forestry assets, forest carbon projects, rural land, and timber processing infrastructure. New Forests is headquartered in Sydney with offices in San Francisco, Singapore, New Zealand, and Melbourne. As part of the New Forests' group, NFTP brings to the commercial wood chip market woodchip and logs from certified plantation forests owned by New Forests' investment funds.

### Specifically, you will be responsible for:

- Undertaking economic and market research for timber markets and trade;
- Analysing and synthesising data, collecting relevant information points for consideration;
- Compiling and analysing data and trends for trading forecast purposes;
- Tracking timber product sales including suppliers, buyers, market price, and volume in markets where New Forests operates;
- Using data to identify opportunities for import/export activity;
- Preparing client reporting on relevant economic activity and trends;
- Sharing relevant data with New Forests' internal teams (investments & analytics) to facilitate the development of forward demand and price projections for major forest products;

within the context of hardwood woodchip and log products markets.

### We are looking for candidates with:

- Demonstrated capacity to undertake research and analysis and:
  - put forward an informed view on trading market dynamics and future demand and price;
  - incorporate research and analysis into relevant business considerations (e.g., forecast pricing, opportunities in new/existing markets);

- Higher education or equivalent experience in a relevant discipline (i.e. economics, business, marketing, forestry, commerce);
- Strong communication and written skills with the ability to present information to both internal and external stakeholders in a well-reasoned and well-researched manner, including presentations, face to face meetings, and written reports; Ability to communicate with presence, impact and influence to increase trust and engage stakeholders;
- Demonstrated high level numeracy and data management skills;
- Ability to engage with team members in varying disciplines across NFTP's clients and associates;
- Strong organisational skills with multi-task focus; capability to ensure the completion of a number of competing tasks and objectives;
- Superior attention to detail;
- Willingness, interest and ability to learn about timber products markets;
- A demonstrated interest in/knowledge of sustainability;
- Commitment to embracing diversity and building a collaborative and positive team culture;
- Ability to adapt to change quickly and effectively; ability to manage, business-as-usual and ad-hoc activities, as required;
- Diplomatic and capable of maintaining composure under pressure;
- An ability to work independently and take ownership of the role;
- Availability and willingness to undertake extensive travel.

And the following would be well regarded:

- Experience:
  - working in the marketing, sales and logistics of international timber products in Asia, particularly woodchips and/or logs;
  - with the pulp & paper industry;
  - working as a researcher and/or a background in economics and/or analytics;
- Practical knowledge of international commodity trading (buy side, supply side, drivers, import and export, shipping) and marketing of commodities in an international context;
- Knowledge of Asian culture and Mandarin, Bahasa or Japanese language skills.

### **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 that is an environmental and sustainable leader in forestry investment. You will also be working with professionals who are passionate about their work!

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

Phone calls will not be accepted.

New Forests is an Equal Opportunity Employer that values diversity and inclusion. We offer flexible working arrangements to all employees to support their work/life balance. We are also a Certified B Corp.