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**EXECUTIVE SEARCH CONSULTANTS**

## **DIRECTOR, MARKET & TRADE ECONOMICS DIVISION**

### **USDA'S ECONOMIC RESEARCH SERVICE (ERS)**

#### **Client:**

The Economic Research Service (ERS) serves as the economic research and policy analytical arm of the United States Department of Agriculture (USDA). With 450 employees and a budget of \$82 million, ERS conducts research that informs decision-makers on public programs and policies involving agricultural commodities, food, farming, natural resources, and rural development; a spectrum that ranges from biotechnology to Food Stamps, from farmland protection to meat inspection, and from commodity policy to global inter-sectoral trade. While USDA agencies are an immediate and defining audience, ERS data, market information, and research findings are widely used by other Federal and State agencies, the private sector, interest groups, and academia.

The Market and Trade Economics Division (MTED) is responsible for a program of economic research, intelligence gathering, analysis, and data development and dissemination focused on commodity markets and trade in food and agricultural products.

#### **Duties and Responsibilities:**

The Director is responsible for strategically planning current and long-range policies and programs to carry out the Division's economic research. He/she provides intellectual leadership by developing and clearly articulating to Division management and staff a "vision" of how the Division's activities will fill important knowledge gaps while addressing Agency and USDA priorities. He/she will strive for a Division research program that directly addresses policy relevant issues, focuses on the contributions that economics can make to those issues' illumination, and makes the best use of ERS' comparative advantages.

The primary program functions include:

1. Analyzing domestic and international markets, including supply and demand relationships, trade patterns, macro-economic conditions, global food security, bioenergy developments, and regulations; producing indicators of domestic and international market developments, and developing short, medium, and long-term market forecasts of domestic and world commodity markets.

2. Assessing the technological, economic, and institutional forces influencing U.S. and world markets, including domestic policies of the U.S. and major trading partners and competitors, production and bioenergy technologies, global economic development and income growth, demographic changes and the changes in the structure of financial and commodity markets.
3. Developing, updating and employing sectoral, general equilibrium, and other models for use in generating impact analyses.
4. Conducting special analyses of scenarios for policy officials as assistance to trade negotiation efforts.

The incumbent manages and directs an integrated program of economic research, market analysis, data development and associated staff work to assure professionally credible, high quality research and analysis in the following areas:

- Global markets
- International trade policy
- Domestic policies and agricultural markets
- Market Outlook and Forecasting
- Data
- Cross Division Analysis

The Division Director is responsible for preparing, justifying and executing the Division's \$82M budget, and for its internal organization and staffing structure, within established ceiling and budget limitations. He/she guides and directs assigned staff, establishing and maintaining personnel policies and practices to assure effective utilization of human resources and a working climate conducive to high productivity and morale. He/she also provides leadership in the area of Equal Employment Opportunity and assures compliance with related Federal, Office of Personnel Management, Departmental, and ERS policies and procedures.

The Director must develop, and maintain, critical working relationships with a range of agencies and institutions within and outside USDA and maintains contact with the program areas' main stakeholders, with sensitivity to their goals, objectives, and needs. The Division Director may also represent the entire Agency, on behalf of the Administrator and its other three Divisions.

**Reporting Relationship:**

Reports to the Administrator for Economic Research Service. Has full authority to formulate, establish and implement the Division's specific policies and programs, to determine its organizational structure, and to speak or act on matters relevant to the program, subject only to the most general approval of the Administrator and other senior Department officials.

**Requirements:**

To serve effectively, the incumbent must possess in-depth knowledge and practical experience with economic and social science theory and methods of research, and their application to

complex problems. The incumbent should possess an understanding of U.S. and world market dynamics, and of national and international economic policies influencing market dynamics. Application of this understanding to the function or evaluation of commodity markets is desirable. The incumbent must also have the ability to coordinate technical and policy matters among large groups of professionals and specialists, who represent both governmental and private sector interests. Must be able to clearly communicate technical economic and statistical facts, and their practical implications, orally and in writing to top policy officials or individuals who are not professionally trained in economics.

**Specialized Experience:**

An advanced degree in economics or related social science, that includes at least 21 semester hours in economics and 3 semester hours in statistics, accounting, or calculus. Or a combination of education and experience—courses equivalent to a major in economics, as shown in aforementioned, plus appropriate experience or additional education.

**Location:** Washington, DC

**Compensation:** To \$158,500 + performance bonus and performance-based salary increases.

**EEO:** All candidates will be considered without regard to race, color, religion, gender, sexual orientation, national origin, or disability. The ERS provides reasonable accommodations to applicants with disabilities.

**Deadline:** To be considered, applications must be received no later than midnight, March 31, 2008.

**Citizenship:** U.S. Citizenship required. You may be required to obtain a security clearance.

**Contact:**

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JDG Associates, established in 1973, is a leading provider of executive recruiting services to the Federal government, non profit organizations, associations, Fortune 1000 corporations, and a variety of government contractors.