



## JOB OPENING

Title: Senior / Principal Analyst  
Location: Houston, Texas  
Function: Consulting  
Industries: Chemicals, petrochemicals, polymers, and plastics  
Type: Full-time

### About ADI Chemical Market Resources

ADI Chemical Market Resources is a consulting and research advisory group specializing in chemicals, petrochemicals, polymers, and plastics. Established in 1994, ADI Chemical Market Resources has completed 500+ projects for 200+ clients including Dow, BASF, ExxonMobil, Shell, LyondellBasell, Grace, Corning, KKR, Advent, and Air Products. It publishes 55+ multi-client studies and organizes the annual FlexPO+ conference. Our team helps companies, investors, and governments with market research, strategic planning, cost and economic analysis, competitive benchmarking, and technology assessments.

With a strong entrepreneurial culture, ADI Chemical Market Resources is pursuing aggressive growth through several initiatives including re-launch of its flagship conference, FlexPO+, and the development of new offerings. As the company grows, ADI Chemical Market Resources is recruiting entry-level and experienced talent with an interest in consulting and professional services. You may learn more about us at [www.adi-cmr.com](http://www.adi-cmr.com).

### Job description

We are looking for a Senior / Principal Analyst to join our ADI Chemical Market Resources team. ADI Chemical Market Resources provides consulting and research services to chemical, petrochemical, polymers, and plastics companies. You will be a key member of the ADI Chemical Market Resources team, leading our consulting and research in chemicals, petrochemicals, polymers, and plastics. Key responsibilities include the following:

- **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 Chemical Market Resources 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 chemical sector and in-depth understanding of polymers, chemicals, and/or petrochemicals
- 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 PhD in chemical sciences
- High affinity for consulting, research, or strategic roles in chemicals 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 Chemical Market Resources 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 Chemical Market Resources 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](mailto:work@adi-analytics.com).