

Analyst Recruiting

**Finance, Economics, Marketing,
Supply Chain & Agricultural Economics**

“It is often difficult to know which direction you want your career to go. Analysts interact on a daily basis with many different areas. It’s a great way to get an all-inclusive view of the organization and determine where your skills can best add value.”

– Joe Fahrbach, Koch Supply and Trading
Trade Accounting Analyst and 2006 Intern

1 market analyst

Market Analysts provide an understanding of the important industry trends and market factors that affect daily business decisions at Koch companies.

Typical Responsibilities

- Analyze price relationships, global operating rates, global energy prices, inventory levels, and other key industry drivers
- Maintain and evolve existing analytical models and develop new tools that contribute to point of view development for the industry
- Leverage this knowledge into ideas for profitable trading and marketing strategies
- Work on projects focused on worldwide business growth

Preferred Skills

- Sound understanding of economic theory and principles
- Able to analyze data from multiple sources
- Strong verbal and written communication skills
- Highly motivated and able to manage projects with limited guidance

2 business development analyst

A business development (BD) analyst is charged with identifying growth opportunities within existing and new business platforms by analyzing potential acquisitions and capital projects.

Typical Responsibilities

- Screen industries and/or companies to make investment recommendations
- Model different decision scenarios, e.g. whether to buy or lease an asset
- Internal strategy and decision-making, e.g. whether or not to expand plant capacity

Preferred Skills

- Strong economic thinking and analysis capability
- Firm understanding and ability to apply accounting and finance fundamentals
- Ability to communicate clearly and concisely
- Capacity to take complex industries and identify key drivers and risks

"As a business development analyst, I work to find new and existing opportunities for the business to pursue. I screen potential acquisition targets, help our marketers with deal origination and evaluate capital intensive projects. In this role you are an entrepreneur and truly have the ability to influence the direction of your business."

– Ilex Baxter, Koch Minerals business development analyst and 2008 college graduate

3 credit analyst

A Credit Analyst supports the business by managing relationships with, and exposure to, external counterparties.

Typical Responsibilities //

- Ownership of counterparty relationships – due diligence related to new customer setups; regular communication with counterparties; daily margining; contract negotiations and handling of payment options
- Identification of key credit risk drivers by developing a point of view related to macro industry trends, trading profitability and counterparty-specific risks
- Management of portfolio credit risk at counterparty, industry and company levels
- Development of sound points of view based on extensive market research and industry awareness

Preferred Skills //

- Analytical and critical-thinking capabilities
- Strong communication skills to work with multiple functions across the business
- Ability to develop a forward-looking point of view on commodity markets and industries

4 trade support role

A trade support role (TSR) provides reporting, analytical support, and internal control capabilities to commodities traders and other support functions within a trading business.

Typical Responsibilities //

- Creation and calculation of daily trading position reports
- Provide traders with daily hedge order
- Initiation of communication between traders and support functions to streamline processes
- Share knowledge across business teams
- Provide a disciplined and transparent control environment to safeguard company assets

Preferred Skills //

- Ability to comprehend and analyze detailed trade information as well as complex trading strategies
- Excellent communication skills
- Strong focus on process improvement and the ability to challenge current processes

Former Koch interns that went on to accept full-time roles cited the following as factors that helped in their decision-making:

- Challenging, real work experience
- Freedom to succeed or fail
- Realization that Koch is a place where one can build a long-term career
- Direct involvement with business leaders
- Market-Based Management® and Koch's company culture

In addition to the positions already discussed, other analyst roles available at Koch companies include:

- Quantitative Risk Analyst
- Trade Information Analyst
- Accounting Analyst
- Purchasing Analyst
- Supply Chain, Logistics, & Distribution Analysts



Apply for internships and careers at:
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