

Training & Placement Cell  
Dr. B. R. Ambedkar University Delhi  
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**Sub:- Placement opportunity for MA Economics students of Dr. B. R. Ambedkar University Delhi passing out in 2023 in the company “The Smart Cube”.**

Please find the below details of placement opportunity for MA Economics students of batch passing out in 2023 in the company “The Smart Cube” for your reference and circulation to students to apply on given link by **13.01.2023**.

**Registration Link:-** <https://forms.gle/KbmjJAVsxxLMNtgb6>

**Name of the Company:-** The Smart Cube, <https://www.thesmartcube.com/>

**Designation:-**

- Analyst – Forecasting
- Analyst – Research

**Salary:-8.18 LPA (CTC)**

**About the Company:-**

The Smart Cube is a global provider of analytics and research solutions, primarily serving the CPG, Energy and Chemicals, Financial Services, Industrials, Life Sciences and Retail sectors. We work with a third of companies in the Fortune 100, helping them make smarter decisions, accelerate value and gain a competitive edge and are headquartered in the UK with offices in the USA, Switzerland, Romania and India.

**About the Job:-**

1. Analyst - Forecasting

**Roles and Responsibilities: -**

- Understand the fundamentals of the commodity and the dynamics of related industry factors affecting the commodity from both supply and demand perspectives.
- Conduct value chain analysis- both upstream and downstream
- Understand the cost, demand and price drivers of the commodity
- Identify and extract macroeconomics and commodity specific quantitative data from various databases and publicly available sources
- Relate market information, economic data and macroeconomic changes to the prices of specific commodities

- Interpret qualitative and quantitative information from news and market reports and link it to the price variations
- Read through all the information on the changes in the market in the next 1-2 years.
- Conducting a price sensitivity analysis to each of the factors
- Preparing technical analysis charts using different techniques such as RSI, Bollinger bands, Moving averages, etc.
- Extrapolate the information to arrive at different scenarios for the forecast horizon
- Convert recent qualitative information into quantitative information for modelling into price forecasts
- Present analysis in a structured, well-formatted manner; deliver high quality, error-free output with guidance from seniors; identify risks/issues and escalate to the project lead in a timely manner.

#### **Requirements:-**

- Healthy attitude towards learning
- High pursuit for excellence
- Knowledge of economics (Macro and Micro)
- Knowledge of current affairs and ability to sift the news from noise
- Strong econometric modelling skill
- Basic understanding of commodity market dynamics
- Proficient in MS Excel skills
- Analytically sound in deriving cause and effect
- Statistical analysis, regression
- Working knowledge of modelling tools such as SPSS, Eviews etc.

#### **Desirable (not necessary):-**

- Fundamental analysis
- Commodity analysis
- Price analysis
- Macroeconomic analysis
- Basic VBA coding aiding MS Excel

## 2. Analyst – Research

### **Roles and Responsibilities**

- Ability to understand business dynamics of an industry, factors affecting a company both externally and internally and how they influence the market structure
- Understand research objectives, design research strategies, interpret and analyze information for accuracy, exhaustiveness and applicability
- Extract reports, presentations and papers from trustworthy sources by executing advanced searches and analyze information extracted to unearth the real meaning of the data
- Read through vast amount of information collected and build a storyline to address the client's objective
- Ability to scrutinize and simplify complex information into easy to understand lingo, which can aid in addressing key objectives of the study

- Learn how to use various databases and conduct advanced secondary research and judiciously use the relevant information to answer queries
- Conduct primary research by contacting industry experts to obtain insights into about a company, Industry or a business function
- Provide research and analysis on various industries by sizing markets, identifying and analyzing trends, culling out market dynamics and key success factors as well as understanding the value chain and the competitive landscape
- Use analytical frameworks like Porter's 5 forces, BCG Matrix, Harvey Balls, 3C's, 2x2 Matrix, etc. to better analyze the dynamics of various industries with guidance
- Identify partners and/or vendors for clients and then analyzing the best fit for the relationship
- Conduct company studies in various levels of granularity, covering details regarding financials, marketing, operations and strategy

**Requirements: -**

- Superior problem solving abilities and strong analytical thinking
- Desire to work in a fast paced, challenging environment where you need to push yourself all the time
- Excellent communication skills, both written and verbal
- Motivated, fast thinking, dynamic person with strong business acumen
- Mature individual with a professional work ethic, and high degree of ownership and accountability
- Independent decision making skills with humility to consult seniors when in doubt

**Qualification: -**

- MA Economics

\*for batch 2022-23

**ONLY ELIGIBLE AND INTERESTED STUDENTS OF DR. B. R. AMBEDKAR UNIVERSITY DELHI ARE ADVISED TO APPLY.**

**(Mr. Sachit Sharma)  
Assistant Registrar  
Training & Placement Cell**