

Wine Market Analyst

Location: Battersea, London

Competitive salary dependent on experience. Company performance-related bonus, healthcare insurance & wellbeing benefits.

Brand new role and opportunity for a commercially minded person to use their wine market knowledge to create opportunities for our merchant members to trade their stock on Liv-ex.

Liv-ex (The London International Vintners Exchange) operates the global marketplace for fine wine. We provide data, trading, logistics and automation services to the majority of merchants in this field worldwide. Our exchange has over £60m of live bids and offers from over 450 merchants worldwide who'll complete over 25,000 trades on Liv-ex this year. Our goal is to make fine wine trading more transparent, efficient and safe for the benefit of our members and the market as a whole. We are hard working, committed yet informal, energetic and action oriented.

Founded in 2000, Liv-ex has grown to serve a growing number of merchant members with a broadening range of services. We help clients and other stakeholders to better understand the fine wine market and identify opportunities to profit. Information flows both ways; Liv-ex is the leading source of fine wine price data, but also collects data and insights from third parties such as merchants, auction houses and wine critics. The successful candidate will be expected to draw upon proprietary and secondary sources, such as trade interviews, in order to gain insight into the key issues and drivers of the market.

The role

We are looking for a commercially minded and entrepreneurial market analyst to make the most of Liv-ex's market leading fine wine price data and other insights. You'll be intellectually curious and able to turn research findings, Liv-ex data and industry knowledge into commercial insights our members can act upon.

The role will suit a candidate who already has an interest in and a good understanding of the fine wine market possibly from a commercial role at a wine merchant or producer. Experience or training in data analysis and a penchant for turning numbers into words will be an advantage.

Reporting to Founding Director, Justin Gibbs, you will be working with the Exchange Managers, researching the live market data, and curating offers to an expanding

membership base. The role will require you to contribute to and build upon Liv-ex's existing daily, weekly and monthly market insights working closely with the Marketing Team, providing insights and analysis for content marketing, and writing short-form articles based upon your analyses.

Responsibilities

Will include, but won't be limited to...

- Planning an advanced schedule of themed market updates to trading members using your analyses of what's happening in the fine wine market.
- Writing and sending these updates which link to the live, relevant bids and offers available to members on the Liv-ex exchange to stimulate trade.
- Identifying merchants with relevant stock and alerting them in advance to the market update calendar.
- Work with our data team to make these offers more tailored and personalized over time based on member behavior.
- Update each month the charts showing trade volumes on Liv-ex that the Exchange and Sales Teams use.
- Provide data and analysis for our weekly '[Talking Trade](#)' posts that summarises market activity on Liv-ex, and market data for our monthly '[Market Report](#)'.
- Conduct ad-hoc analysis and the headline conclusions that underpin our gated [reports](#).

Knowledge, Skills and Experience

Essential

- An interest in, and strong knowledge of the wine market with two or more years' relevant experience in the trade
- Intellectually curious
- Analytical mindset and comfort interpreting and using data. Strong Excel skills
- Comfortable with numbers
- Writes English well and communicates clearly and effectively
- An enthusiastic and personable team player
- Well-organised with good attention to detail

Desirable

- Broking experience at a wine merchant or Sales role at a producer
- WSET qualification
- Knowledge of SQL or a desire to learn how to write database queries

- Experience using Highcharts

To apply, please send a copy of your CV with a cover letter to outline why you are interested in this opportunity to our HR team at clientresourcing@strattonhr.co.uk.