

Marketing Analyst – USA0000Z

Rio Tinto Minerals \ Denver, Colorado

Rio Tinto Minerals (RTM), is currently hiring for two full-time **Marketing Analysts** to work from their Denver, Colorado corporate office with their Borate and Talc operations in North America

Rio Tinto is a leading international mining group headquartered in the UK, combining Rio Tinto plc, a London listed company, and Rio Tinto Limited, which is listed on the Australian Securities Exchange. Rio Tinto's business is finding, mining, and processing mineral resources. Major products are aluminum, copper, diamonds, energy (coal and uranium), gold, industrial minerals (borax, titanium dioxide, salt, talc) and iron ore. Activities span the world but are strongly represented in Australia and North America with significant businesses in South America, Asia, Europe and southern Africa. Learn more at www.riotinto.com and www.riotintominerals.com.

RTM is the acknowledged world leader in developing industrial minerals – building blocks for life, and for products that contribute to better living – and in developing solutions to build customers' businesses. RTM operates globally and includes two businesses in the United States: Rio Tinto Borax and Luzenac. *Rio Tinto Borax* supplies nearly half of the global demand for refined borates - key ingredients for fiberglass, glass, ceramics, fertilizers, wood preservatives, and hundreds of other products. *Luzenac* supplies 25% of the global demand for talc, employing approximately 1500 people on four continents.

The Marketing Analyst will provide analytical support to the Global Product Leader for Borates and Talc to develop, evaluate and implement global commercial strategies and tactics. This is an Integral role in determining and evaluating commercial value for borate and talc products in terms of cost structure, revenue, growth options, and competitiveness.

The Commercial division of RTM is accountable for the combined commercial activities of Borax, Luzenac and Dampier salt, comprising of US\$1 billion of sales to 3,000 customers on four continents; sales, technical service and technical support; marketing and business development including M&A; and product and application development.

The successful candidate will be able to:

- Search, analyze and report on borate end-use trends and developments through Relative Economic Value (REV) and Value in Use (VIU) analyses.
- Analyze marketing strategy options (including identifying and analyzing growth potential) and estimate RTM's market position.
- Develop and maintain detailed global supply and demand forecasts by conducting supply and demand trend analysis (with particular focus on changes in supply), market share, and revenue share.
- Collect, validate, interpret and report data on competitors' reserves, process, production, commercial strategies, costs and financial data. Collect information from all public and private sources, including specialized services and consultants. Continuously identify new sources of competitive information.
- Analyze, determine, and report netback and profitability by region, product, and customer.
- Maintain and administer contract positions, contract summaries, and future customer mandates.
- Assist in the preparation of presentations and major documents, including Strategy Plans, Board meeting reports, Budget reviews, conference papers, and analyst meetings.

The qualified candidate will possess the following credentials and characteristics:

- Bachelor's degree in marketing, business, mineral economics, or related mining discipline. Alternatively a bachelor's degree in a technical discipline. MBA preferred
- 2– 5 years experience of the above-mentioned analysis with either in-house private organizations or consulting firms in the following areas:
 - Industrial minerals
 - 3rd party work focusing on industry commercial analysis
- Demonstrated ability to conduct business analysis, financial modeling or technical-economic evaluation of industrial processes
- Advanced PC software skills; including spreadsheet, database, graphic presentation, and internet search.
- Ability to gather data from inside and outside sources and to work with minimal supervision
- Excellent analytical and communication skills, and advanced English written skills for report writing and presentations
- Ability to drive excellent results in a dynamic and fast-paced environment
- Fluent in English

Rio Tinto's success depends on talented, motivated professionals. We offer unparalleled opportunities to grow and establish a global career, and to be involved in exciting projects with a leading-edge company. Rio Tinto offers a competitive compensation and benefit package, including retirement and 401(k) plans.

Due to the large volume of responses we receive, you will only be contacted by Rio Tinto if additional information is requested or if you are selected for an interview.

Qualified applicants apply on line at: www.riotinto.com/careers

Position is open until filled.

Equal Opportunity Employer M/F/D/V