

## INDUSTRIAL ECONOMIST

### KIND OF WORK

Responsible planning and research work in collecting, analyzing, interpreting and reporting economic statistics and related data.

### NATURE AND PURPOSE

An employee in this class plans and conducts economic studies relating to the type and volume of industry, trade transportation, material resources, labor supply and market on a local, regional and a statewide basis. This employee summarizes results of the research and recommends on the basis of results obtained, industries which need to be developed and prompted. The Industrial Economist is also responsible for preparing basic and specialized reports to service requests of industrial prospects and industrial development organizations.

EXAMPLES OF WORK (A position may not include all the work examples given, nor does the list include all that may be assigned.)

Compiles information for each geographic area on such economic factors as availability and cost of raw material, transportation and labor supplies.

Assembles social economic information for industrial prospects, arranges for obtaining pertinent statistics and information from other departments, agencies and educational institutions.

Evaluates opportunities in production and marketing of specific commodities or services, analyzes trends in marketing forecasts, changes in demand and technical aspects of marketing.

Analyzes income patterns, consumption habits and industrial needs.

Coordinates research projects of the various industrial development groups.

### KNOWLEDGE, SKILLS AND ABILITIES REQUIRED

Knowledge of:

Thorough knowledge of the theory and techniques of economic statistics and their application.

Good knowledge of the commercial and industrial economy of the state.

Working knowledge of the various types of industrial and business enterprises and their requirements in terms of labor, raw materials, transportation and plant facilities.

Ability to:

Plan a program for the acquisition, analysis and reporting of the information relating to diverse economic problems.

Establish and maintain effective working relationships with employees, government officials, industrial and business specialists.

Plan and conduct marketing economic and feasibility studies in accord with the needs of inquiring industries, development groups or similar organizations.

Promote the standardization of coordination of research projects and procedures of community development groups.

Portray via newspapers and brochures the advantages of locating in Minnesota to firms contemplating expansion or relocation.

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T.C.:  
Former Title(s):