



POTEN & PARTNERS

HOUSTON / NEW YORK / LONDON / ATHENS / SINGAPORE / GUANGZHOU / PERTH / DUBAI

Senior Analyst/Correspondent for Europe and Africa

Job Title: Senior Analyst/Correspondent for Europe and Africa

Location: London office, Marylebone

Summary: This senior analyst position involves producing reports and long form analysis on the global LNG and natural gas markets with an emphasis on Europe and Africa. The successful candidate will cover the full commercial lifecycle of the LNG business from project development and financing to long-term contract negotiations, tender outcomes and spot market activity. The successful applicant needs to be able to write to the standard reflected in Poten's LNG in World Markets and other publications.

Responsibilities:

- Report and write for industry-leading bi-monthly publication focused on global LNG markets, projects and contract activity. Produce long-form journalism that matches *LNG in World Market's* depth and sourcing standards.
- Develop and maintain a strong network of senior industry contacts including producers, portfolio players, utilities, trading firms and intermediaries. Regular telephone, email and in-person meetings are required to gather market-sensitive commercial intelligence.
- Track and analyze the details of long-term sales and purchase agreement (SPA) negotiations, heads-of agreements, request-for-proposal processes and tender outcomes across European and African markets, including pricing structures, contract tenors, delivery terms and volume details.
- Monitor and report on spot and short-term transactions and cargo tender activity, including awarded prices, counterparties and delivery logistics.
- Contribute to and help maintain Poten's LNG contracts database, including accurate recording of SPA terms, HOA details and pricing benchmarks.
- Cover the development of LNG import and export infrastructure in Europe, Africa and the Mediterranean, tracking project timelines, FID progress, financing structures and offtake arrangements.
- Analyze European gas markets, with an emphasis on regasification strategies and pricing.
- Attend industry conferences, forums and bilateral meetings to develop editorial and commercial contacts and generate new story leads.
- Collaborate regularly with Poten's commercial team on business development initiatives.

Qualifications:

The successful candidate will have most or all the following:

- A demonstrable track record or strong interest in reporting on and analyzing LNG and natural gas markets in Europe and/or Africa, with experience or interest in covering commercial contract activity.

- The ability to obtain, understand and accurately report granular commercial details.
- Understanding of LNG pricing mechanisms, including Brent-linked slopes, Henry Hub-linked structures, JKM and TTF benchmarks, and how they are applied across different markets.
- Familiarity with the contractual and commercial frameworks governing long-term LNG supply, including SPAs, HOAs, FOB and DES terms, force majeure provisions and volume flexibility structures.
- Individual initiative and the ability to manage a large, fast-moving beat.
- Excellent written and verbal communication skills, with the ability to turn complex commercial detail into clear, authoritative copy quickly and accurately.
- The desire to work as part of a global, cross-functional team and strong commercial acumen.

Other requirements:

- Travel of 5+ days every two months for client visits, bilateral meetings and industry conferences
- Must be comfortable working with data, pricing tables and trade flow statistics

About Poten & Partners:

For over 80 years, Poten & Partners has provided clients with valuable insight into the international oil, gas and shipping markets. With a highly experienced team of brokers, commercial and technical consultants and business intelligence specialists, Poten focuses on the energy and ocean transportation industries. We have 180 professionals located on four continents, offering services spanning ship and commodity brokerage, research, business intelligence, consulting and commercial advisory.

To be considered for this position, please email your cover letter and CV to mlovatt@poten.com.