



GRA, Incorporated

Economic Counsel to the Transportation Industry

**Entry Level Aviation Career Opportunity for Economics Graduates
GRA, Incorporated
Washington, D.C. area**

March 2021

GRA, Incorporated is currently accepting applications for an entry-level research analyst position. Founded in 1972, GRA is one of the nation's most experienced and well-respected transportation-focused economic consulting firms, with a practice focused on aviation projects. GRA serves international and domestic clients in both the public and private sectors.

Projects at GRA extend to most economic aspects of the aviation and aerospace industries. Because GRA is a small firm, our research analysts are engaged in a wider variety of projects and work areas than is typical for most entry level professional positions. GRA research analysts work closely with the firm's principals and senior staff, and also have extensive opportunities for client interaction, providing them with a unique breadth and depth of professional experience. GRA encourages – and relies upon -- an energetic, cooperative and collegial work environment.

Some of GRA's recent and past assignments have involved

- Developing benefit cost and risk analysis methodologies and analyses for new federal regulations and investments, for the Federal Aviation Administration (FAA), the National Aeronautics and Space Administration (NASA), and the Transportation Security Administration (TSA);
- For the FAA, crafting cost analysis tools and databases based on detailed flight track records of daily flight activity in U.S. radar-controlled airspace;
- Analyzing and forecasting impacts of new technologies such as unmanned and automated aircraft;
- Supporting FAA analysis and oversight of airport revenues and capital investments;
- Conducting airport-related research projects, including a recently published report on quantifying the impact of making airport infrastructure more resilient to climate change;
- Quantifying the economic benefits of aviation safety and efficiency improvements in developing countries;
- Advising international airlines on business plans, operational and financial matters such as fleet and route planning and cash flow forecasting;
- Advising airports on attracting new air service and analyzing their economic impacts on the well-being of the communities they serve; and
- Contributing to NASA's aeronautics research and development activities by analyzing the economic context and rationale for NASA research and innovations.

To contribute to GRA's range of assignments and client support, the successful research analyst will need to demonstrate excellent verbal and quantitative skills. Our requirements for the research analyst include a capacity to think analytically, an ability to communicate clearly and concisely, and a demonstrated familiarity with quantitative methods and software tools commonly used to conduct and present quantitative analyses, including large datasets and basic financial information. Typical tools currently in use include Microsoft Excel and PowerPoint. Depending on the assignment, Tableau, Microsoft Access, mapping software and SQL may also be used.

GRA offers an excellent compensation and benefits package; in addition, we foster an environment that promotes work-life balance for all staff. Whether a research analyst eventually plans to pursue graduate work, or spends many years at GRA with increasing responsibilities, GRA is supportive of the career and educational aspirations of its staff.

GRA's Washington-area office is located in Old Town Alexandria, Virginia, steps from the King Street Metro station, and approximately 15 minutes from downtown Washington, DC. Post COVID-19 pandemic conditions, a flexible hybrid work environment would include a potential mix of remote working from home as well as in GRA's Alexandria office. The position will also likely involve occasional in-person meetings at client offices, primarily in downtown Washington.

We encourage successful, highly motivated seniors who are recent or soon-to-be graduates in Economics or related fields and who would like to begin their careers in a fascinating and challenging industry to consider applying to GRA, Incorporated, for this position.

Please provide an introductory letter explaining your interest in GRA, a CV or resume, recent academic transcript (copies are fine), and a recent example of your analytic work in economics (such as recent papers on economic topics, preferably written by you solo) to Mary Mateja at: recruiting@gra-inc.com .

We look forward to hearing from interested applicants.