

### **GRADUATE PROGRAM**

Discover a world of opportunities with our team





Your gateway to an exciting career in agribusiness, water and environment consultancy

# About Pinion Advisory

Step into a world of opportunities with Pinion Advisory – your gateway to an exciting career in agricultural consultancy! We are an Australian-owned and operated consultancy company specialising in agribusiness, water and environmental solutions. Providing services nationwide, our team consists of over 80 consultants with diverse knowledge and experience. Our consultants hold qualifications in various fields, including agriculture, environment, engineering, commerce, agribusiness, human resources, extension and education.

We offer independent advice based on science, technical knowledge and experience. Our clients gain access to extensive networks that have been developed within our client communities and industries over a long period of time. Via collaboration with our US partners, Pinion Global, we are growing an international network of agribusiness water and environment firms, further extending our capabilities and global insights. SOUTH AUSTRALIA Adelaide Clare Freeling Naracoorte

TASMANIA Devonport Hobart Launceston

QUEENSLAND Beenleigh Wondai

NEW SOUTH WALES Dubbo Sydney

VICTORIA Mildura



Page 3 🜔

# Why work for Pinion Advisory?



#### WORK FOR US

What makes Pinion Advisory stand out is our commitment to nurturing talent through our exclusive Graduate Program. As a graduate, you'll have the opportunity to immerse yourself in the company by gaining experiences and learning from seasoned consultants in livestock, agronomy, farm business management, grain marketing and environmental services. Additionally, being part of Pinion Advisory means connecting with a company with a global network, providing you with the unique chance to collaborate with experts from around the world. Upon completing the program, you'll emerge with a welldeveloped approach to consulting in the exciting ag industry. Come and be a part of a team dedicated to delivering outstanding outcomes for our clients, while also providing a supportive and dynamic work environment for our employees.



" I started with Pinion Advisory as a graduate in 2022 having completed a Bachelor of Animal Science through the University of Adelaide. I also had a keen interest to learn more about the grains industry and now work within the Commodity Risk Marketing team. Coming from an animal focused background, I wanted to expand my broadacre cropping knowledge and, through the program, it has been great to see another side of the agricultural industry and to work with and support growers oneon-one.

The graduate program has allowed me to experience some of the many great services Pinion Advisory provides, from farm business management to commodity risk management. It has been great to get involved with various advisory boards, strategic business planning and commodity marketing throughout the season.

Throughout the graduate program, I have felt very well supported by the Pinion Advisory team and made many new industry connections. I have grown in confidence, both as a consultant and personally. It has given me the skills I need for a successful career in the industry. My aim for my career with Pinion Advisory is to continue to grow my knowledge and understanding and to support and create value within the grains industry for clients."

CHELSEA HEINRICH Agribusiness Consultant Commodity Risk Management

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# About the program



#### OUR GRADUATE PROGRAM

Our program is tailored to meet your specific needs and designed to provide you with both the technical and soft skills required to excel as a trusted consultant in agribusiness, water, and environment. We offer a comprehensive learning experience that combines theoretical and practical knowledge. Through hands-on experience in various areas, including agronomy, livestock, business management, grain marketing, environmental services and water management, you will gain valuable insights and develop a well-rounded approach to consulting.

Join us and enjoy dedicated support from a 'Grad Champion' in each office, guiding you on your path to success.

#### MENTORING

Receive personalised guidance and support from seasoned consultants to enhance both your personal and professional capabilities

#### DEVELOPMENT

Cultivate essential soft skills, such as time management, interpersonal communication and task prioritisation

#### CULTURE

Thrive within a culture that champions innovation, fosters continuous professional growth and cultivates a cohesive team environment

#### VARIETY

Engage in a diverse range of tasks and translate theoretical knowledge into practical application across real-world scenarios

#### DIVERSITY

Collaborate with a team of consultants from diverse backgrounds, fostering innovation and inclusivity while equipping you with the tools to deliver impactful client outcomes

#### NETWORKING

Establish meaningful connections with local and global experts, broadening your professional network and unlocking pathways to new opportunities

#### FUTURE

Shape your own career through exposure to a wide array of projects, clients and service areas

#### CAREER PATH

Embrace the opportunity to take on greater responsibilities, paving the way for continuous career growth and advancement beyond the initial phase of the graduate program "After completing a Bachelor of Agricultural Science at the University of Adelaide in 2023, I began working at Pinion Advisory as part of the Farm Business Management team. I wanted to work for Pinion Advisory as I had a strong interest in Agribusiness.

So far, the graduate program is allowing me to develop my business consulting skills and knowledge. I am able to be involved in farm advisory board and strategic planning meetings, conduct financial benchmarking and assist with workshop delivery. I have been able to do project work within the Farm Business team, but also in other areas of the Business, such as with the Environmental consulting team.

The graduate program is setting me up and allowing me to develop my skills to become a trusted consultant to be able to provide significant value to clients in the future."







"My journey with Pinion Advisory started as an industry placement student in 2012 as part of my degree. After graduating Marcus Oldham in 2013 with a Bachelor of Business (Agriculture), I was excited to have the opportunity to be able to rejoin the Pinion Advisory team as a graduate agribusiness consultant.

Through the graduate program, I was actively involved in a range of different consulting activities, all helping to cement my learnings from university. From benchmarking clients' businesses, industry project involvement and working with other consultants, the job was exciting and diverse with plenty of opportunity to see and experience new people, new areas and new things. Starting in the commodity risk team, I had flexibility to look into how we did things, think of new things and see them implemented as well as having responsibility to work directly with clients within a structured program.

Fast forward to now, I am still with Pinion Advisory as the role hasn't slowed my growth journey! We continue to engage with really new and exciting jobs that continues the diversity of role. I chair advisory boards, benchmarking and business planning as well as industry project involvement. I have been trained in my management skills and abilities to now lead a team of people and our Farm Business Management service area. I also became a Partner of the business in 2023, yet another indication of Pinion Advisory's commitment to create career paths for graduates. I continue to work with new graduates as a coach and mentor in their journey and it is immensely exciting to see this progression. It is also so motivating to see other past graduates take off in their own careers."



"I came to Pinion Advisory, after working elsewhere for 18 months after attending the University of Hobart. I was looking for an organisation to enable me to build on my development. I saw Pinion as an organisation that valued its young people. I wanted to have the opportunity to be on-site and in meetings, hearing directly from clients about what they needed and why. I didn't want to be somewhere where work was handed to me with a budget and a deadline, with no context

Pinion Advisory quickly recognised my passion and, in no time, I attended meetings, wrote proposals and managed my own time, workload, deliverables and budget. As I had already had some work experience, I didn't want to spend time rotating through teams trying to understand what I was passionate about. I wanted to dive straight into design and contribute to the company financially. I wanted to design things and be involved in their construction. Pinion Advisory's graduate program meant I was able to do that.

The engineering graduate program at Pinion is tailored to each individual, assisting you in developing into the kind of engineer you wish to be."

ISAAC PROBERT Water Engineering Consultant Your gateway to an exciting career in agribusiness, water and environment consultancy





### agribusiness, water and environment

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