

# CAPABILITY STATEMENT

## James Hillcoat



### Team Leader Farm Business Management Services

#### CONTACT DETAILS

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78 Hanson Street  
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#### QUALIFICATIONS

- Bachelor of Business (Agriculture)
- Professional Management Program 2020
- ASIC Regulatory Guide 146 (Tier 1) – Derivatives and Foreign Exchange 2016

#### PROFESSIONAL ASSOCIATIONS

- Ag Institute Australia
- Grains Industry Assoc SA

#### COMMITTEES OR BOARDS

- Executive Committee member – Grains Industry Assoc SA

James is team leader of the farm business management services area of Pinion Advisory, which includes advisory boards and benchmarking oversight. He possesses a wide array of technical skills in farm business management (broadacre and mixed farm enterprise) as well as grain marketing, including derivative based advice.

James has experience in a multitude of roles, including project management of both internal and external projects and programs. This has included experience in workshop delivery and group facilitation across a wide range of geographic areas and technical topics. High value outcomes are enhanced with James' excellent rapport building and communication skills.

James seeks to create high quality outcomes and satisfaction for clients through the delivery of technical depth of thinking, yet simple and applied methods of implementation.

#### Areas of expertise

- Farm business management
- Crop and livestock production
- Grain marketing
- Risk management
- Group facilitation
- Project management
- Advisory boards
- Benchmarking and business analysis

#### Professional experience

- Pinion Advisory - Team Leader, 2020-present
- Rural Directions - Agribusiness Consultant, 2012-2020

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## Relevant projects

PROJECT	ROLE	CLIENT	YEAR/S DELIVERED
Farm Business Management Program	Project manager, delivery of business planning to drought affected businesses in SA.	Primary Industries & Regions SA	2020-2021
Advisory board services	Delivery of strategic and technical business meetings	Various farm business clients	2016-ongoing
Grain marketing service	Provide one on one client advice to ensure robust grain marketing strategy, including derivative advice and benchmarking	Various farm business clients	2012-ongoing
Integration of Profit Drivers for More Informed Decisions	Delivery of comparative national benchmarking analysis, workshop delivery and co-project management	Grains Research & Development Corporation	2013-2019
Integration of cropping and livestock	National benchmarking analysis	Meat & Livestock Australia	2016-2018
Strategic review	Strategic business review and business planning program	Rural Business Support	2018
Farm business benchmarking groups	Group facilitation and technical oversight of comparative benchmarking analysis with farmer groups	Various farm business clients	2012-ongoing