

CAPABILITY STATEMENT

Royce Pitchford



**Consultant
Agribusiness**

CONTACT DETAILS

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QUALIFICATIONS

- Bachelor of Agricultural Science
- Agrifutures Horizon Scholar
- Rural Directions Graduate Program

PROFESSIONAL ASSOCIATIONS

- Ag Institute Australia

Royce is an Agribusiness Consultant for Pinion Advisory within the Pinion Centre for Family Agribusiness Team.

Royce enjoys working with clients to achieve practical outcomes that benefit long-term business performance. His skills include strategic planning, business management, financial analysis and livestock production.

Royce has experience working with clients on a one-on-one basis, as well working on larger scale industry projects.

Areas of expertise

- Farm business management
- Advisory boards
- Financial performance
- Facilitation
- Grazing management
- Strategic planning and succession
- Leasing and share farming services
- Project management
- Livestock production

Professional experience

- Pinion Advisory (Rural Directions Pty Ltd) – Consultant - Agribusiness, 2019-present
- Rural Directions Pty Ltd – Graduate Agribusiness Consultant, January 2018-October 2019

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Relevant projects

PROJECT	ROLE	CLIENT	YEAR/S DELIVERED
Farm business advisor services for individual clients	Collate and analyse business benchmarking data, support clients to identify and develop actions to improve business performance.	Various farm business clients	2018-ongoing
Advisory board services	Delivery of strategic and technical business meetings.	Various farm business clients	2018-ongoing
Pasture Principles	Deliverer, facilitating coaching sessions, technical theory.	Various farm business clients	2019-ongoing
Next Gen Breakthrough Group	Delivery on strategic planning, developing business cases and financial literacy. Collate and analyse benchmarking data.	Various farm business clients	2020-ongoing
Southern BusinessEDGE	Deliverer, promotions and project management.	Meat and Livestock Australia	2020-ongong
Investigating flock rebuild strategies	Financial modelling of various post drought flock rebuilding options with the University of Adelaide.	Meat and Livestock Australia	2021
Farm business management program	Delivery of business planning to drought affected farm businesses throughout SA.	Department of Primary Industries & Regions SA (PIRSA)	2020-2021
Economics of precision agriculture	Literature review, financial analysis, report writing and presenting results.	Grains Research & Development Corporation	2019-2020
Machinery cost of ownership survey	Financial analysis and report writing.	Various farm business clients	2019-2021
Grain Weeds Advisory Committee	Project management, event coordination and report writing.	Grains Research & Development Corporation	2018-2020