

## Brendan Wallis



### Senior Consultant Agribusiness

#### CONTACT DETAILS

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#### QUALIFICATIONS

- Bachelor Ag Science
- University of Adelaide Professional Management Program
- Certificate IV in Training and Assessment
- Tier 1 Accreditation in Foreign Exchange and Derivatives

#### PROFESSIONAL ASSOCIATIONS

- Mackillop Farm Management Group

Brendan is a Senior Consultant for Pinion Advisory and contributes to the Pinion Centre for Family Business, Commodity Risk Management and Food & Ag Production service areas. Brendan has strong technical skills in grain marketing systems and strategy, as well as a solid understanding of broadacre cropping profit drivers and business strategy development.

Brendan is a capable and reliable team member, with well developed client relationship and project management skills. He has experience in one-on-one client consulting, delivering value to clients through the delivery of grain marketing and advisory board services. Brendan also has experience in facilitating grower groups and extension activities.

Brendan has formal qualifications financial services and derivatives, which enables him to discuss derivative based strategies with grain marketing service clients.

#### Areas of expertise

- Grain marketing strategy development and implementation
- Financial benchmarking
- Strategic planning and farm governance with individual farming businesses
- Facilitation

#### Professional experience

- Pinion Advisory (Rural Directions) - Senior Consultant - Agribusiness, 2010-present

# CAPABILITY STATEMENT

## Relevant projects

PROJECT	ROLE	CLIENT	YEAR/S DELIVERED
Advisory boards	Provide farm business management advice for enterprise planning/refinement, business growth and strategic planning, debt management, risk management, machinery decisions, human resources, management and succession, family conflict or professionalising the family business. Analyse financial benchmarking data for comparative analysis and decision making	Various farm business clients	2016-ongoing
Grain Marketing Service	Provide independent one on one client advice to ensure robust grain marketing strategy development and implementation	Various farm business clients	2010-ongoing
Facilitated action learning groups	Facilitator of South East, SA Action learning group	GRDC	2019-ongoing
Southern Pulse Extension	Facilitator of the Coomandook Pulse Check group	GRDC	2016-ongoing
Pasture improvement and the no-till interface	Project manager	State NRM program community grants	2014-2016
Organic Fertiliser Trials	Project manager	Murraylands and Riverland Landscape Board	2014-2016