

CALL FOR EXPRESSIONS OF INTEREST



Lead Consultant NSW/ACT – irrigation and water

Would you like to work alongside industry leaders, have the opportunity to lead your own projects and shape your own workload?

Do you want to work with a team of motivated professionals, who enjoy coming to work and take pride in what they do?

Are you interested in a rewarding career that will blend time outdoors with office-based duties?

Do the following statements also describe you?

- Enjoy finding practical solutions to complex problems?
- Thrive working within a team environment but also take responsibility for your own performance?
- Have a strong sense of professional integrity?
- Work efficiently and effectively but like to have some flexibility about when and where you work?
- Have an entrepreneurial streak or see opportunities where others see obstacles?
- Have an interest in managing a diverse workload with a broad range of clients?
- Have the desire to continue to learn and stretch yourself?

If this sounds like you, Pinion Advisory may have an opportunity for you in our water team.

Our business is growing, and our water team is at the forefront of that growth. We are looking for a motivated, commercially minded person to lead our irrigation business in NSW/ACT.

This person will have a minimum five years' relevant experience. We encourage candidates with experience in consulting, project management, irrigation systems design and/or construction, or urban water management to apply.

The following information provides a detailed outline of the necessary skills, experience and duties required for this position.

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Essential criteria

- Five years demonstrated experience in a role relevant to irrigation design/development or urban water management.
- Demonstrated experience in business development with ability to maintain a client service focus.
- Demonstrated project management experience in a commercial environment.
- Demonstrated commitment to teamwork and the construction of a supportive, collaborative work environment.
- Well-developed leadership skills and an excellent attention to detail.
- Good knowledge of general workplace health and safety requirements, risk assessment and risk management.
- Demonstrated alignment to the company philosophy – its' vision, goals and culture.
- Excellent communication and writing skills with the capacity to communicate effectively with clients from diverse backgrounds and cultures.
- Intermediate level computer skills in the Microsoft Office suite.
- Excellent organisational and time management skills.
- Willingness to work both autonomously and as part of a team.
- Current driver's licence.

Desirable criteria

- A tertiary qualification in science or engineering.
- Certificate level 4 or Diploma of Irrigation and/or Certified Irrigation Designer (CID) accreditation in one discipline.
- Experience in commercial irrigation design and/or management and use of GIS and CAD systems.
- Experience in Water Sensitive Urban Design (WSUD).
- Experience in delivery of workshop/seminars/presentations to varied audiences.

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Key responsibilities

Key duties of the position will include:

- Maintain and build new business in NSW/ACT as related to Pinion Advisory's service areas of water, environment and agribusiness.
- Work with clients to identify appropriate irrigation and water engineering solutions for projects, and develop design concepts that can be detailed by Pinion's design and drafting team.
- Project management. Key tasks, as related to project management, will include:
 - Project scoping, proposal development and ongoing client liaison
 - Management of workflow within Pinion Advisory (e.g. design work via Pinion's design and drafting team) and with subcontractors
 - Budget management and ensuring financial success of each project
 - Ongoing management of scope, resources and timelines.
- Technical report writing suited to a broad range of audiences.
- Undertake review of plans, specification and technical reports before issue to client.
- Identify and promote any cross-selling opportunities within Pinion Advisory.
- Stay up to date with industry happenings.
- Develop, maintain and be a role model for a culture among staff that is open to change and supports continuous quality improvement, collaboration, respect and accountability.
- Undertake other duties as directed by management within the scope of the incumbent's qualifications, knowledge, skills and experience.

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More information

We are looking for a team member who will be flexible, adaptable, enjoy a diverse workload and be willing to learn. The right person will fit and thrive within our water team.

While this role has a focus on irrigation, for the right person there will be scope to work across all service areas within the business. This will present opportunities to broaden your horizons, learn from experts and offer others the benefits of your knowledge, skills and experience.

This position will provide an opportunity to operate in a variety of capacities with the potential for a mix of field and office-based work.

Additional to our current activities we are looking to expand our client base and there is an expectation that this position will actively support our team in these endeavours, whilst also being alert for any business opportunities for all service areas of our business.

The location of this position is flexible, within the greater Sydney region. It is anticipated that some travel both inter and intrastate will be required.

More about Pinion Advisory

Pinion Advisory is a leading nationwide independent consulting business specialising in water resource development, agribusiness and agricultural production and environmental management.

Our business was established in July 2020 following the merger of three pre-existing businesses, Rural Directions, Macquarie Franklin and Sunraysia Environmental, and is now part of a global consulting organisation, including US company KCoE Isom, which has recently rebranded as Pinion. On 1 January 2022 HydroPlan joined Pinion Advisory to supplement the service offering of our water team, bringing additional expertise in the design and construction of irrigation projects across golf and recreation, horse racing, local government, and rural water utilities.

Pinion Advisory combines the complementary skills and capability of the merged businesses, to give increased geographic spread and technical capability across Australia, with offices in every state.

Our diverse team offers a vast array of skills, knowledge, insights and experience. With over 75 consultants, our team have formal training in agriculture, environment, commerce, agribusiness, engineering, irrigation, people and culture, extension and education. We have a commitment to developing people and have a recognised graduate program.

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The depth of our team results in the delivery of services that are holistic, best practice and tailored to meet client needs. Our service offering ranges from soils and environmental monitoring, agronomy and water management, through to grain marketing, business and people management.

We have a strong focus on collaboration, both internally and with our clients. Sustainability underpins the work we do, both with our clients and within our own business, and our client outcome is to create profitable, sustainable, enterprising clients.

If you are interested to learn more about Pinion Advisory, please explore our website: <https://www.pinionadvisory.com>

What we offer

We provide a unique environment that blends the best of a professional workplace with a friendly and helpful culture.

The successful applicant will be offered:

- An attractive salary package, which will include a fully maintained vehicle after the successful completion of your probationary period.
- The prospect of being part of a leading, independent national organisation with international connections.
- An opportunity to work with industry leading professionals who will provide a collaborative team environment and the benefits of their knowledge and experience.
- The opportunity to work on a wide variety of iconic urban and regional projects that enhance and sustain the landscape with water-sensitive solutions.
- A culture that embraces diversity and flexible working arrangements, enabling our team members to enjoy their personal pursuits whilst also delivering excellent client service.

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How to apply

To apply for this position at Pinion Advisory, please email the following information to kwoodrow@pinionadvisory.com:

- A cover letter of no more than two pages, outlining your demonstrated skills and experience addressing the essential criteria, who you are and why you think you would be a good fit at Pinion Advisory.
- Your current CV outlining relevant training, experience and contact details (maximum of two pages).
- Details of two referees we can contact.

Please ensure **Job ID PAHR209** is quoted in all communications.

All submissions and enquiries will remain confidential.