

CALL FOR EXPRESSIONS OF INTEREST



Senior Consultant – Agribusiness

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

Would you like to work alongside industry leaders, have the opportunity to lead your own projects, shape your own workload and experience the diverse range of projects in which Pinion Advisory is involved.

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

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 their agribusiness team.

Our business is growing, and we have a great opportunity for a motivated senior consultant to join our agribusiness team and grow with us as our business grows.

This person will have had five years' working in a relevant discipline such as agricultural science, agribusiness, finance, business, commerce or equivalent. We encourage candidates with experience in consulting, project management and business and strategic planning to apply.

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

CALL FOR EXPRESSIONS OF INTEREST



Essential criteria

- A tertiary qualification in a relevant discipline such as agricultural science, agribusiness, finance, business, commerce or equivalent
- Five years' demonstrated experience in a similar role
- Strong knowledge of farm business management and analysis
- Demonstrated experience in business development
- Demonstrated experience in business and strategic planning
- Demonstrated experience in project management in a commercial environment
- Experience in workshop and seminar presentations to farmer groups
- Demonstrated commitment to the company philosophy – its' vision, goals and culture
- Ability to identify client needs versus wants
- Knowledge of health and safety and the ability to complete job safety analyses
- Excellent communication and technical writing skills with the capacity to communicate effectively with clients from diverse backgrounds and cultures
- High level interpersonal, liaison and negotiation skills
- Excellent attention to detail
- Intermediate level computer skills in the Microsoft Office suite
- Excellent organisational and time management skills
- Ability to maintain a customer service focus
- Demonstrated commitment to teamwork and the ability to work autonomously
- Current driver's licence
- Current Australian work rights

CALL FOR EXPRESSIONS OF INTEREST



Key responsibilities

Duties of the senior consultant – agribusiness will include, but not be limited to, the following:

- Provide expert advice to clients including business and strategic planning, benchmarking, business coaching, project management, succession planning, feasibility studies and farm management
- Develop new products and services and be responsible for new business opportunities
- Assume direct responsibility for generation of sales and client liaison
- Develop and implement strategies in conjunction with the client including planning, facilitating and problem solving
- Write and present reports that effectively communicate findings and recommendations to the clients
- Develop solid relationships with clients
- Meet publishing deadlines for company communications
- Mentor Agribusiness and Graduate Agribusiness Consultants
- Participate in team and company meetings
- Undertake other duties as directed by management within the scope of the incumbent's qualifications, knowledge, skills and experience.

CALL FOR EXPRESSIONS OF INTEREST



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 Pinion Centre for Family Agribusiness service area.

There may be potential to work across all service areas within the business presenting 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 always seeking to be innovative and expand our service offering 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.

Whilst our preference is for this position to be located in our Launceston office, for the right candidate there is an opportunity to be based in any of our Pinion Advisory offices in Tasmania, and 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 agribusiness and agricultural production, water resource development 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, which includes US company Pinion Global. On 1 January 2022 HydroPlan joined Pinion Advisory to supplement the service offering of our water resources 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 either 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.

CALL FOR EXPRESSIONS OF INTEREST



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, 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
- 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 large-scale projects, with the potential to change the landscape of agriculture throughout Australia
- A culture that embraces diversity and flexible working arrangements, enabling our team members to enjoy their personal pursuits, whilst also delivering excellent client service.

If you wish to have a confidential discussion regarding the specifics of the role, please contact Kathy Woodrow on 0400 257 890.

CALL FOR EXPRESSIONS OF INTEREST



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 PAHR210** is quoted in all communications.

All submissions and enquiries will remain confidential.

The **closing date for applications is 31 January 2023**, however we reserve the right to conduct interviews and appoint a candidate to the position prior to the closing date.