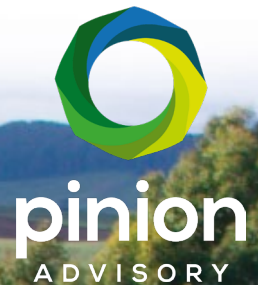


CALL FOR EXPRESSIONS OF INTEREST



Agribusiness Consultant – Grain Marketing

Are you an experienced consultant with a knowledge of the grain marketing and risk management industry who is looking for a rewarding career? 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?
- ✓ Continuing to learn and stretch yourself?

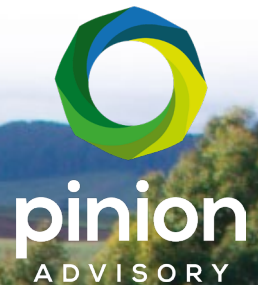
If this sounds like you, Pinion Advisory may have an opportunity in their grain marketing team.

Our Agribusiness Consultant is a key member of the team, having direct involvement with clients and providing considered advice on a broad range of business matters. The information below provides a detailed outline of the necessary skills, experience and duties required for this position.

Essential Skills and Experience

- A tertiary qualification in a relevant discipline such as agribusiness, agricultural science, natural resource management, commerce or business management
- Demonstrated experience in a similar role
- Knowledge of the grain marketing and risk management industry
- Sound knowledge of small business and farm management
- 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

CALL FOR EXPRESSIONS OF INTEREST



- 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
- Financial Services Tier 1 (Derivatives) will be looked on favourably

Duties

The duties of this position will vary dependent on the specific client or project on which you are working. The duties of the position may include but not be limited to:

- Develop new products and services and be responsible for new business opportunities
- Development of new consulting models for risk management services for clients
- Assume direct responsibility for generation of new business and client liaison
- Develop and maintain solid relationships with clients and the grain trade
- Develop and implement client strategies through the Grain Marketing Service, including managing client position reports, analytical tools, grain brokerage, recording and activating client target price orders and harvest arbitrage
- Provide expert advice to clients, including business and strategic planning, benchmarking, business coaching, project management, feasibility studies and farm management
- Write and present reports that effectively communicate findings and recommendations to the clients
- Write commentary for company communication Market Directions®
- Meet publishing deadlines for company communications
- Mentor Agribusiness and Graduate Agribusiness Consultants

CALL FOR EXPRESSIONS OF INTEREST



More information

We are looking for a consultant who will fit and thrive within our Grain Marketing Team. The right person will be flexible, adaptable, enjoy a diverse workload and be willing to learn.

This role will be based in Freeling South Australia (other location may be an option by negotiation). Regardless of the location there will be a requirement for some travel.

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.

Pinion Advisory formed in July 2020, following the merger of three leading Australian consultancies, Rural Directions, Macquarie Franklin and Sunraysia Environmental. Our business is now part of a global consulting organisation with the merger also including a US company, Pinion Global.

Our team is spread throughout Australia, with offices in every State. Our diverse team consists of over 70 consultants, who offer a vast array of skills, knowledge, insights and experience. Our team all have formal training in either environment, agriculture, engineering, commerce, agribusiness, people and culture, extension or education. We have a commitment to developing people and a history of building capability from within our own business. The depth of our team results in the delivery of services that are holistic, best practice and tailored to meet client needs. We have a strong focus on collaboration, both internally and with our clients.

Through a specific strategy of growth and development Pinion Advisory has an increased geographic spread and the skills and capability to deliver technical expertise across Australia. Our team has diverse skills covering a broad range of service areas including grain marketing, business and people management through to environmental monitoring, agronomy, soils, irrigation and water resource management. Sustainability underpins the work we do, both with our clients and internally in our own business. The outcome is a 'profitable, sustainable and enterprising client'.

If you are interested to learn more about Pinion Advisory, please visit our website:

<https://www.pinionadvisory.com/about/>

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.

If you wish to have a confidential discussion regarding the specifics of the role, please contact Chris Heinjus on 0417 808 378.

Please ensure **Job ID PAHR218** is quoted in all communications.

The **closing date for applications is 7 March 2023**, however, we reserve the right to conduct interviews and appoint a candidate to the position prior to the closing date.

All submissions and enquiries will remain confidential.