

CALL FOR EXPRESSIONS OF INTEREST



Senior Agribusiness Consultant – Industry Extension & Adoption

Do you want a rewarding career working in a business recognised for the great culture they have and the quality of the people who work there?

Would you like a position which offers interesting challenges and allows you to be creative and think strategically?

Are you interested in supporting industry leaders and participating in innovative projects to promote our company brand?

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 on 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.

Our Senior Agribusiness Consultant is a key member of the team, having direct involvement with clients and contributing to the delivery of industry outcomes, through stakeholder engagement. The information in this document provides a detailed outline of the skills and experience required and the key responsibilities of this position.

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Essential skills and experience

- A tertiary qualification in a relevant discipline such as agricultural science, natural resource management, agribusiness, commerce or business management
- Five years demonstrated experience in a similar role
- Demonstrated experience in project management and leadership in a commercial environment, including contract and financial management, and complex diverse teams
- Demonstrated experience in project, business and strategic planning and development
- Demonstrated experience in extension and adoption programs and event coordination and delivery
- Well-developed leadership skills
- Experience in developing and implementing monitoring and evaluation processes
- Experience in workshop and seminar presentations
- Experience chairing and/or facilitating meetings with stakeholders
- Demonstrated focus on outcomes and getting adoption and practice change at a farm level through industry programs, and measuring and reporting impact
- Demonstrated commitment to the company philosophy – its' vision, goals and culture
- Excellent communication and writing skills with the capacity to communicate effectively and in an appropriate manner for the audience
- High level interpersonal, liaison and negotiation skills to build and maintain stakeholder relationships
- Excellent attention to detail
- Intermediate level computer skills in the Microsoft Office suite
- Excellent organisational and time management skills with the ability to prioritise and identify emerging issues
- Ability to maintain a customer service focus
- Demonstrated commitment to teamwork and the ability to work autonomously
- Experience in Health and Safety, risk assessment and management
- Current driver's licence

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Key responsibilities

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 and focus on new business opportunities for the services area
- Design and implement extension and adoption strategies and tactics that enable innovation, practice change and adoption of technologies, systems, and tools to enhance productivity, profitability and sustainability – on farm and within the industry
- Provide expert advice about extension and training design to maximise adult learning and adoption
- Provide expert adoption and extension services to clients, including strategic planning, project management, monitoring and evaluation, communications, risk management and program delivery
- Develop and implement strategies in conjunction with the client including planning, facilitating, problem solving and decision making
- Coordinate and facilitate the delivery of industry functions and events
- Innovate and develop business and consulting systems and tools to enhance client service delivery
- Write and present reports which effectively communicate findings and recommendations to the clients
- Manage and lead projects
- Deliver a product/service to ensure client outcomes are achieved
- Identify and promote any cross-selling opportunities within service areas
- Stay up to date with industry happenings
- Maintain existing and create new contacts and networks
- Develop and maintain solid, collaborative relationships with clients and stakeholders
- Undertake other duties within the scope of the knowledge, skills and experience of the incumbent as directed by Pinion Advisory Management

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More information

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

Whilst this position is advertised with a Hobart location, there is an opportunity to work in a wide range of locations, however, we have a preference for the role to be based out of one of our existing offices. Regardless of the location there will be a requirement for some travel inter and intra state.

Part-time arrangements could be considered for the right candidate.

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 became part of the Pinion Advisory family, supplementing 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.

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.

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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
- Flexible working arrangements, enabling our team members to enjoy their personal pursuits whilst also delivering excellent service
- A positive work environment with a culture that embraces diversity and encourages employees to be themselves
- The prospect of being part of a leading, independent national organisation with international connections

If you wish to have a confidential discussion regarding the specifics of the role, please contact Kathy Woodrow on 0439 541 858.

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 PAHR235** is quoted in all communications.

The **closing date for applications is 13 June 2023**, however, we reserve the right to conduct interviews and appoint a candidate to the position prior to the closing date.