

CALL FOR EXPRESSIONS OF INTEREST



Graduate Consultant Agribusiness Farm Business Management

Are you someone with 1 to 2 years' experience or a recent graduate with a background and knowledge of the agricultural industry and Farm Business Management, who is looking for a rewarding career?

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

Would you like a position that 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 brand and achieve our company goals?

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 Farm Business Management team.

Our Graduate Consultant Agribusiness is an integral part of our Farm Business Management team and is provided with opportunities to learn and develop their skills through having direct involvement with clients and, with the support of our experienced consultants, providing expert advice on a broad range of business matters. The information in this document provides a detailed outline of the necessary skills, experience and duties required for this position.

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Essential Criteria

- A tertiary qualification in a relevant discipline such as agribusiness, agricultural science, commerce, business management or equivalent
- A desire to learn and continuously improve through completing the Pinion Advisory Graduate program and associated training activities
- Underpinning knowledge to develop skills in project management, financial analysis and business advisory services
- A willingness to work across multiple service areas within the business
- Demonstrated commitment to the company philosophy – its vision, goals and culture
- The desire and capability to learn, innovate, be creative and recognise opportunities for continuous improvement
- Knowledge of health and safety and the ability to complete job safety analyses
- Excellent verbal communication and technical writing skills with the capacity to communicate clearly and effectively with clients from diverse backgrounds and cultures
- Accurate and systematic approach to work, with the ability to prioritise competing tasks
- Excellent attention to detail with high level organisational and time management skills
- Intermediate level computer skills in the Microsoft Office suite
- Ability to maintain a customer service focus
- Demonstrated commitment to teamwork and the ability to work autonomously
- A proactive, can-do attitude
- At all times display respect and empathy for others
- Current driver's licence

Desirable Criteria

- Knowledge and/or practical experience in the application of agribusiness, agricultural science, commerce or farm business management in a working environment
- Understanding of broadacre agriculture systems and enterprises
- Experience in business and strategic planning
- Experience in workshop and seminar presentation to various audiences
- Experience in project management

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Key Responsibilities

- Work with the Graduate Supervisor to complete the Pinion Advisory Pty Ltd Graduate Program
- Support consultants with project management and delivery
- Assist and lead in the development of new products, and business and consulting systems and tools that enhance client service delivery
- Efficiently and effectively prepare written progress and final reports
- Accurately enter data and conduct desktop research
- Use spreadsheets to undertake financial analysis, budgets and financial modelling scenarios
- Provide technical advice to individual clients and groups in an efficient, clear and concise manner
- Assist in the development and innovation of new approaches to group delivery to improve client outcomes
- Communicate in a professional, clear and concise manner (both verbally and in writing) with Pinion Advisory team and clients
- Contribute to the achievement of goals and the objectives of the Pinion Advisory Business Plan, Marketing Plan and associated Business Development Plans
- Proactively seek and develop new client and project opportunities to ensure the profitability of the business
- Contribute to the overall management of the business, including maintenance of records, benchmarking, systems development and report preparation
- Participate in team meetings
- Contribute to the sales and profit targets of the group
- Undertake administration duties in a timely manner, such as timesheets, submitting mileage records and clearly labelling receipts
- At all times take due care and attention to the health and safety of yourself and others and work in accordance with the Pinion Advisory Workplace Health and Safety policy
- Contribute to the promotion of all Pinion Advisory products and services
- Use the Company style guide and templates to maintain consistency throughout the business
- Adhere to statutory reporting, training and personal conduct as set out in the Pinion Advisory Pty Ltd Financial Services Licence obligations
- Faithfully and diligently undertake all tasks within the scope of your knowledge skills and experience as directed by Pinion Advisory management or their delegate

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More information

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

This role will be based in Clare in South Australia, however, there may be future opportunities to work in other locations. 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 75 consultants, who offer a vast array of skills, knowledge, insights and experience. Our team all have formal training in either agriculture, environment, engineering, commerce, agribusiness, 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. We have a strong focus on collaboration, both internally and with our clients.

Pinion Advisory combines the complementary skills and capability of the merged businesses, to give increased geographic spread and technical capability across Australia. Our team has diverse skills, from grain marketing, business and people management through to environmental monitoring, water resource management, agronomy and soils. Sustainability underpins the work we do, both with our clients and within our own business. Our client outcome is to create profitable, sustainable, enterprising clients.

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

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

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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
- 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 James Hillcoat on 0438 801 966.

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 PAHR244** is quoted in all communications.

The **closing date for applications is 29 August 2023**, however, we reserve the right to conduct interviews and appoint a candidate to the position prior to the closing date.