

Managing Director

Our Client

Our client is the world's largest producer of sustainable natural ingredients from edible and inedible animal by-product streams. The company is a pioneering innovator in producing a wide range of products and customized specialty solutions for the food, feed, pet food, fuel and other industries at plants in over 200 locations on five continents, including Australia.

Role

The existing Managing Director is moving to take over one of the other global operations, so there is a requirement for an effective and timely succession plan. The Managing Director is responsible for creating strategies and realizing commercial goals in line with the strategic plan, steering the business towards the next phase of development. As Managing Director, you are an entrepreneur and business developer and have an operational attitude focused on a lean production process to achieve high quality products in accordance with the specifications and customer requirements, and always with a strong focus on work health and safety.

Responsibilities

- Introduce, purchase and sell ingredients of animal origin in versatile market segments, national and international.
- Manage the overall operation and responsible for optimal functioning of the plant with regard to performance, efficiency, quality standards and safety.
- Maintain and improve the companies' operational performance.
- Make sure to comply with agreed quality levels.
- Coordination of the operations, finance, sales and quality department.
- Realise commercial goals and take care of tactical plans within the assigned product/market combinations.
- Follow market developments by visiting suppliers and customers and participating in trade fairs and convert this knowledge into an advice for sales and purchase policies and strategies.
- Point of contact for slaughterhouses, suppliers and customers.
- Build a strong and active network with authorities and government organizations.
- Network with product developers, nutritionists, R&D and purchasing.
- Overall forecasting and budgeting.
- P&L and budget responsible, closely monitor operating and financial results.

Person Requirements

To be successful in this role you will have:

- Degree or equivalent in Industrial Engineering, Agricultural Engineering, Business Administration or similar.
- A proven track record within business development in the agriculture, food or feed industry.
- Knowledge of the nutrition market is considered as an advantage.
- Experience in a production environment and being able to lead operational teams (production, maintenance, QHSE).

- Combines vision with an operational attitude.
- Commercial, hands-on, result-oriented and entrepreneurial mindset.
- Good technical knowhow and insight.
- Demonstrable experience with acquisitions, sales and purchase.
- Experience within an international and fast-paced environment.
- Seasoned professional with deep and broad knowledge in the field of expertise and broad planning, organization and integrating knowledge.

Remuneration & Location

A very attractive remuneration package is on offer to attract the right person for this crucial role, including salary, superannuation, car, computer and phone. The role is based near Bendigo, Victoria.

To Apply

Please apply online. Contact Dr. Ray Johnson, Senior Agribusiness Consultant and Managing Director, Agricultural Appointments by phone 0419012841 or email ray@agri.com.au for a confidential discussion on the role if required. Please do not contact me unless you meet the requirements for the role.