

POSITION DESCRIPTION: AGRIBUSINESS CONSULTANT

PURPOSE OF ROLE AND REPORTING

The purpose of the role is to contribute to the business through servicing and growing the Bush AgriBusiness client base. The position reports to the Managing Director.

PERSONAL ATTRIBUTES

- be self-motivated and have an enquiring mind;
- have initiative and ability to work autonomously, whilst being a team player;
- look for solutions and not stop at problems;
- be prepared to travel extensively throughout regional Australia;
- be enthusiastic, yet pragmatic, about agriculture;
- be eager to contribute to, and learn from, well managed pastoral businesses;
- have well developed critical thinking skills; and
- have the ability to be across the detail, while seeing the big picture.

PERFORMANCE COMPETENCIES

Essential

1. Degree qualification in agricultural business, economics, science, or similar discipline
2. Five years Australian agriculture related employment experience
3. Demonstrated understanding of agricultural production systems and businesses, preferably within the extensive pastoral industry
4. Demonstrated ability to effectively communicate and build rapport with primary producers
5. A high level of personal and professional integrity, reflected in a professional manner and the ability to respect the confidentiality of information the role may provide access to
6. High level organisational skills to coordinate multiple projects and meet conflicting deadlines, while delivering quality results
7. High level of written and oral communication skills, including the ability to communicate complex concepts to a wide range of audiences
8. Be a strategic thinker, both internally within Bush AgriBusiness and in the delivery of services to clients

Desired

9. Demonstrated ability to effectively analyse, present and communicate business data
10. The ability to generate sustainable revenue for the business and build the reputation, capacity and profitability of the business.

The position provides an opportunity for continual growth of competencies, skills and knowledge. Individuals are expected to build and develop competencies and expertise they may not currently have within the role. Their knowledge and skills will also develop the capacity of other team members and the business as a whole.

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ROLES AND RESPONSIBILITIES (by Business Area)

1. Advisory and Industry Work

- 1.1. Producer Business Groups
 - Organise and facilitate producer group meetings and activities.
 - Ensure the success of existing groups and pursue opportunities for new groups
- 1.2. Individual Clients
 - Effectively and efficiently deliver services to individual clients
 - Identify and pursue opportunities to increase individual client work
- 1.3. Analysis, Advisory and Project Work
 - Effectively and efficiently perform analysis, advisory and project work
 - Identify and pursue opportunities to increase analysis, advisory and project work

2. Publication and Articles

- 2.1. Industry Publications
 - Contribute towards the preparation, publication and promotion of industry publications
- 2.2. Articles and opinion pieces
 - Prepare articles and opinion pieces for circulation to client base and through other public mediums
- 2.3. Journal articles
 - Prepare journal articles which demonstrate personal and business knowledge, and contribute to industry knowledge.

3. Training and Speaking

- 3.1. The Business EDGE
 - Contribute towards the successful delivery of Business EDGE workshops
- 3.2. Professional Speaking
 - Be an informative and engaging speaker at industry conferences, forums and field days.
- 3.3. Customised Training
 - Develop and deliver customised training as opportunities arise

4. Tools and Resources

- 4.1. The Business Analyser
 - Utilise The Business Analyser® to generate meaningful and useful information for clients and industry
 - Manage and interrogate business datasets to provide insights to clients and industry.
 - Undertake quantitative analysis on business datasets to identify trends and relationships.
- 4.2. Advisory Tools and Resources
 - Utilise and develop advisory tools and resources for use in client advisory work and also for client use
- 4.3. Independent Research
 - Undertake independent research to build capacity and knowledge

5. Business Management

- Assist administration team to ensure effective administration and corporate governance of the business.
- Contribute to, and participate in, team development and management
- Assist in client engagement and marketing

APPLYING FOR POSITION

Please apply in writing to Ian McLean (ian@bushagri.com.au) by no later than **August 31, 2020**.

Application should include a covering letter. Applications that do not specifically address the personal attributes and essential performance criteria on previous page will not be considered.

All applications will be treated in the strictest confidence.

If you would like to discuss the role or have any questions, please contact Ian McLean on 0401 118 191