

## Head of Business Unit, Agribusiness

- Well known, highly respected leader in the property valuation market
- Experience in Agribusiness, property valuation and/or business development essential
- Can be based in any Eastern Seaboard city or major regional centre (NSW, QLD, VIC)

### About the Company:

Our client is a highly respected, leading property valuation firm with offices around the country. With recent investment, this organisation is undergoing an exciting period of transformation, focussed on driving growth well into the future. This organisation is now looking to appoint a Group Director, Agribusiness to drive growth in the Agricultural and Farming sector.

### About the Role:

The purpose of this exciting role is to lead, manage and develop a national Agribusiness team, across both valuation service delivery and business development. Leading a matrix structure team, this is a fantastic opportunity to lead strategic channel strategy, champion growth and build a strong team to drive growth. You will identify and win key new business opportunities, align tender strategy with commercial goals, as well as deliver property/asset valuation services through your own efforts and your team.

### About you!

You will be a high performing, diligent and driven business developer with significant experience in the Agricultural, Agribusiness and/or Farming valuation sector. You will present with credibility and demonstrate outstanding commercial skills. Your leadership skills will inspire, and your drive for results with reap rewards.

### You will possess:

- Bachelor's Degree in Business, Commerce, financial analytics or similar
- A knowledge and experience of the Agribusiness sector is essential
- Proven Business Development capabilities with experience in tender and/or contract negotiation
- Qualifications, knowledge and/or experience in property or asset valuation, ideally within the agribusiness sector would be ideal
- Experience leading and managing a high performing team
- Current driver's licence
- High level proficiency in spreadsheets, databases and financial software applications.
- Inspiring presentation and group facilitation skills.
- Demonstrated ability to effectively communicate with a broad range of stakeholders and lead others
- High-level Project management skills
- Highly motivated and organised
- Interstate travel is required for this role.

### About the Benefits:

- Well known, highly respected leader in the property valuation market
- Large, national company with significant growth opportunities in both business & career development
- Market leading salary package with incentives
- Leadership Initiatives | Mentoring Programs | Secondment Opportunities
- Regular Team Events | Access to Online Discounts
- Flexibility | Family Friendly
- Reward and Recognition Programs | Annual Awards | Plus More

### To Apply:

If the role sounds exciting to you, we would love to hear from you! Please apply asap, sending your **CV to [trina@boylanassociates.com.au](mailto:trina@boylanassociates.com.au)**

