

Group General Manager – Livestock

Enterprise Leadership | Commercial Strategy | National Livestock Procurement

THE COMPANY

Our client is one of Australia's largest and most diversified integrated beef businesses, operating multiple processing facilities across the eastern seaboard, supported by one of the country's largest feedlot operations and a substantial domestic and export market presence. With a fully integrated supply chain spanning livestock procurement, feeding, processing and sales, the business continues to invest in capability, operational performance and long-term growth across its Australian operations.

THE ROLE

As part of this ongoing evolution, a newly created Group General Manager, Livestock role has been established to provide enterprise-wide leadership of livestock procurement across the Group. Reporting as a key member of the senior leadership team, the role carries responsibility for procurement strategy, market engagement and livestock buying activities across a geographically dispersed network of processing facilities, feedlots and regional procurement teams.

This is a highly strategic and commercially critical leadership role, overseeing livestock managers and buyers embedded within individual business units, together with an extensive network of contract livestock buyers operating across the eastern seaboard. Success in the role will require deep market knowledge, exceptional stakeholder management capability and the ability to align procurement activities across multiple sites to optimise group performance and profitability.

KEY RESPONSIBILITIES

- Develop and execute national livestock procurement strategies across the Group's processing and feedlot operations;
- Lead and develop geographically dispersed livestock buying teams across multiple regions and business units;
- Provide market intelligence, forecasting and commercial insights to support executive decision-making;
- Optimise livestock supply, pricing strategies and procurement performance across the business;
- Partner closely with sales, production, feedlot and plant leadership teams to maximise Group profitability and performance;
- Build and strengthen relationships across the livestock supply chain, including producers, agents, customers and industry stakeholders;
- Develop reporting frameworks and performance metrics to improve procurement effectiveness and support strategic decision-making.

CANDIDATE PROFILE

Successful candidates will demonstrate:

- Extensive experience in livestock buying, procurement, trading or related commercial livestock roles;
- Deep understanding of Australian cattle markets, procurement strategies and supply chain dynamics;
- Strong commercial acumen, including forecasting, financial modelling and contract negotiation capability;
- Proven ability to influence and lead across complex, multi-site operations;
- Exceptional stakeholder management and relationship-building capability;
- Experience leading geographically dispersed teams and developing high-performing procurement functions;
- Executive presence, strong communication skills and the credibility to engage effectively with senior leadership teams.

THE OPPORTUNITY

This newly created position offers the opportunity to shape livestock procurement strategy across one of Australia's largest and most sophisticated integrated beef businesses. With enterprise-wide influence, direct engagement with senior executives and responsibility for a strategically critical function, the role represents one of the most significant livestock procurement leadership positions in the Australian beef industry.

LOCATION

Flexible, with regular travel to operations and offices across NSW and Queensland.

TO APPLY

Apply online via <https://adr.to/vxqkmai> or for a confidential discussion, please contact David Compton at Agricultural Appointments on 02 9223 9944.

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