



## General Manager – Grain Accumulation & Storage

### The Organisation

Our client is a producer and distributor of value-added oil, meal and stockfeed products at its fully integrated oilseed crushing, oil refining, packaging and stockfeed manufacturing operation in regional NSW. Their products are sold in a variety of bulk, food service and retail packaging formats to major food manufacturers, food service providers, distributors, retailers, end users and stock feeders in Australia and around the world. The company is committed to providing traceability from paddock to plate and is Non-GMO Project Verified.

### The Role

The General Manager of Grain Accumulation & Storage is responsible for leading and developing the commodity procurement strategy and its execution, as well as the management of the storage business. The role will ensure the continuous supply of feedstock to the Company's crush plant and refinery operations, utilising in-house and third-party storage and transport capacity, contract negotiation, and financial instruments to maximise the commercial terms in which this is achieved.

The position plays a key role in the Company's executive committee, providing insight and analysis of markets, business performance, commercial opportunities and potential risks. Managing a small team, you will promote a strong safety culture, identifying and mitigating risks around WH&S, Environment, and quality.

Additional responsibilities include:

- Work proactively with General Manager Commercial to negotiate and seek a mutually beneficial agreement on pricing to achieve target crush margins.
- Drive efficiencies in storage and transport (own or third party).
- Oversee the identification and capture of savings in seed and grain procurement and logistics.
- Actively communicate with relevant teams to understand the supply and internal demand for seed and grain.
- Ensure to maintain consistent food safety, non-GMO Standard and QA compliance and recommend improvements where necessary.
- Manage your team to ensure business performance and achievement of individual and team goals.

## **The Requirements**

Experience in grain trading, sales, accumulation, that includes the responsibility for planning and directing work activities. Relevant tertiary qualifications such as Business / Commerce or Agricultural Economics / Ag Science.

The successful candidates will demonstrate a well-rounded skill set including strong analytical and decision-making skills, identify continuous improvement opportunities, excellent interpersonal skills and the ability to develop effective relationships with a broad range of stakeholders.

## **To Apply**

To enquire, please phone David Compton at Agricultural Appointments on 02 9223 9944 or apply online via <https://adr.to/ajguoai>

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