



Doug

Grower Integration Manager

I am a Grower Integration Manager for a major food manufacturing company. My role mainly involves talking to and managing suppliers to ensure that the factory has sufficient supplies of farm produce each day to meet our production needs.

An essential part of my job is working closely with our marketing team to determine what products are needed (grade and quantity), so that I can plan and negotiate the crop supplies with growers. These negotiations result in commercial supply agreements that I write in conjunction with our legal team. The preparation and management of both the crops' budget and my department budget is also a key part of my role.

Being a food manufacturing company we need to carefully plan the intake of our various crops to ensure we can produce the very best quality products possible. This involves short-term production planning. The two crucial parts to this are forecasting the daily crop intake and managing our transport providers to ensure crops are being processed as soon as possible following harvest.

Each day typically starts with a review of the previous day's production, where the site management team look at any issues that prevented us from achieving our goals, and put any actions in place to address them. I also attend the factory's weekly financial performance meetings where we look at any specific actions we can put in place to improve our results, and process improvement meetings where we look at cost savings, safety and quality improvements.

You definitely need to have excellent communication, planning and problem solving skills to succeed in this role.

The best part of my job is that it involves plenty of interaction and I also get to travel. Although I am primarily office based, I travel to farms throughout Queensland and the Northern Territory. There is never a dull day!



USEFUL SCHOOL SUBJECTS:

- English
- Maths
- Economics
- Accounting

WHAT YOU COULD STUDY:

- Diploma of Project Management
- Diploma of Logistics
- Diploma of Business
- Bachelor of Business

OTHER CAREERS TO CONSIDER:

- Contract manager
- Logistics manager
- Stock manager
- Stock & freight coordinator
- Retail branch manager

PERSONAL REQUIREMENTS:

- Communication skills
- Planning skills
- Budget management skills
- Contract management skills





EXPERIENCE AGRICULTURE

TASTE: The Agricultural Skills & Technology Experience

- Initiative of Queensland Agricultural Training Colleges
- Four-day school holiday program for students aged 15+
- For more information freecall 1800 888 710 or email enquiries@qatc.edu.au

FEAST: Future Experiences in Agriculture, Science & Technology

- Initiative of the University of Queensland
- Five-day school holiday program for students in years 10, 11 and 12
- For more information email feast@uq.edu.au

USEFUL CAREER GUIDES

www.ruralcareers.net.au

Rural Skills Australia's careers and employment guide provides comprehensive advice, information and reference material about education, training, careers and employment pathways in rural and related industries.

www.careerharvest.com.au

Career Harvest is a hub for cutting-edge careers within the food and fibre industries. Whether you're interested in feeding the world, adapting to climate change, developing the environment or managing future energy sources, this site helps create clearer pathways for you to harvest your agricultural career.

SCHOLARSHIP SUPPORT

Horizon Scholarship

(<http://bit.ly/HorizonScholarship>)

- Rural Industries Research and Development Corporation initiative
- supports students studying ag-related degrees at university
- \$5000 per year for duration of degree

GROWCOM COMMUNICATIONS

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