



# Consultant

## Agri-food Value Chain and Market Development

### Melbourne – Full Time or Part Time

*Position Reference: MD(Melb)2017*

#### ABOUT RMCG

RMCG provides consulting services on a range of business, environmental, agricultural and social issues. We are a dynamic team with versatile skills relating to recycled water and waste management, integrated water management, natural resource management, economics, social research, strategic planning, agribusiness and community engagement.

RMCG is committed to an approach that fully weighs the social, economic, and environmental aspects in decision-making. We bring rigorous professional skills and strong personal values to all our work in developing solutions that respect people and help communities prosper.

#### WHAT WE ARE LOOKING FOR

RMCG is looking for a smart, capable and enthusiastic team member with an interest or background in market development and value chain management of agricultural (food) products.

We are seeking a person who has 5-10 years professional experience in a relevant area.

#### PRIMARY FUNCTIONS OF THE POSITION

The successful candidate will predominantly work on projects that assist our clients to identify and realise opportunities in the agri-food sector. This will require an understanding of the processes, logistics and standards required to drive food products into new markets. It is also expected that the candidate will have an understanding of consumer preferences and how they drive demand.

The consultant will be required to work with government agencies, industry associations and agricultural/horticultural producers to:

- Develop domestic and export market development strategies
- Prepare and submit business cases for new market access and market improvement
- Analyse consumer preferences, identify opportunities and communicate these to producers
- Provide expert advice on food safety, quality standards and exporting requirements
- Evaluate and provide insight into agri-food trade and market growth opportunities
- Identify innovative product development and marketing strategies to build individual agri-businesses and horticultural industries

Opportunities will also be available to work with multi-disciplinary teams across RMCG offices.

#### QUALIFICATION REQUIREMENTS

A degree in commerce, marketing, business, agricultural science or a related discipline is required.

## KEY SELECTION CRITERIA

*In your application please describe your:*

- Understanding of food safety and quality standards
- Capacity to conduct qualitative and market research for Australia's key agri-food export markets
- Understanding of the agri-food value chain and how to align product to consumer expectations
- Understanding of free trade agreements and requirements for markets
- Ability to conduct supply chain analysis and trade research
- Knowledge of trends and opportunities in the processed food sector, particularly in horticulture

*Generic*

- Are highly self-motivated
- Have a questioning mind and problem solving abilities
- Show attention to detail
- Are able to manage your time efficiently
- Have the capacity to work within a team
- Have an ability to build effective working relationships with clients

## OTHER DUTIES

*Quality Assurance*

- Maintain a general understanding of the Quality Management System and carry out duties and responsibilities in accordance with relevant quality management processes and procedures

*Office Dynamics*

- Contribute ideas and abilities to further business development of RMCG
- Contribute to the maintenance of a harmonious and pleasant working environment

## ADDITIONAL INFORMATION

- We place a strong emphasis on achieving a positive work/life balance and we can offer a flexible approach to work management
- RMCG has offices in Victoria (Bendigo, Melbourne, Torquay, Warragul), Tasmania and New South Wales
- The position will involve a reasonable amount of travel throughout Victoria and occasionally interstate (a current driver's licence is required)

## SALARY PACKAGE

The remuneration package for the position will be negotiated with the preferred applicant.

## APPLICATIONS

Please set out clearly how your qualifications, professional skills and personal attributes can contribute to the success of the RMCG team and how working with us could foster your professional career.

Please include a brief CV listing qualifications and names of two referees.

## CLOSING DATE

**Friday, 17<sup>th</sup> November 2017**

### ENQUIRIES

Enquiries are welcome and are to be directed to:  
*Kristen Stirling*  
Senior Consultant  
(03) 9882 2670 / 0488 908 416

### APPLICATIONS

Applications, quoting the above position reference, should be sent to:  
[mandym@rmcg.com.au](mailto:mandym@rmcg.com.au)