

WHO WE ARE - KO WAI MĀTOU

We are Farmlands - Te Whenua Tāroa, a Co-operative owned by New Zealand Farmers and Growers, we have been around for 60+ years, supporting our rural communities, looking after our land and our people - we're Out Here Too. We're always backing Kiwis - rain or shine, year in, year out. We work as one – we help each other, we win together.

PURPOSE AND VISION – TE KAUPAPA ME TE MATAKITE

At Farmlands, our purpose is “To enable improved profitability and productivity for NZ farmers and growers”, and our Vision is “To be the go-to for everyone connected to our land”. Everything we do, every decision we make is with this in the forefront of our minds.

OUR VALUES – NGĀ UARATANGA

Our values of Be You, Minds Open, and See It Through help us to work as one - helping each other and winning together. We're rural people supporting our rural communities looking after our land and our people.

Be you - mōu ake

It takes all sorts to make an awesome team. Diversity, different perspectives and a fresh approach to problems make everyone in the team stronger. It's not who you are or what you look like, it's all about what you bring to the table that matters.

Minds open - hinengaro tākoha

We came from a generation of greatness. It gives us the solid foundation to move on, focus on the future and use our creativity and ingenuity to build Farmlands for the next generation.

See it through - whakamaua kia tina

We're a team. United through our love of the land and the communities we serve. We back ourselves, each other, and get behind the decisions we make together.

POSITION PURPOSE – TE PŪTAKE O TE TŪRANGA

Reports to - Kaiwhakahaere: Head of Sourcing, Toll & NPD

Your Team – Tō tīma: Supply Chain and Nutrition

Direct reports - Kaimahi: Yes

The purpose of this role is to lead our key soft commodity buying and trading functions nationwide, developing markets, managing risk, and optimising margins. The portfolio is principally for grain and traded bulk feed commodities. This role leads a specialist grain trading team, and works actively across Nutrition, Agronomy, Integrated Planning and Sales Teams.

KEY ACCOUNTABILITY AREAS – NGĀ WĀHANGA MAHI

Safety and wellbeing -

Actively contribute to a safety-first culture by:

- Keeping yourself and others safe, and participating in safety and wellbeing activities
- Speaking up if you see something that could injure yourself or others in the workplace
- Ensuring that all KPI's, policy and procedure requirements related to safety and wellbeing are completed on time and in full, every time

General –

Commercial Operations — Buying & Trading

- Lead buying and trading functions for domestic soft commodities including grains and pulses for own-use, sales to farmer-shareholders, and external trade.
- Lead buying of bulk feed commodities for straight use and blend site requirements.
- Monitor international market options and recommend purchases in line with MRP requirements.
- Develop, recommend, and implement strategies that drive shareholder value, efficient trading operations, service excellence, and strong risk management.
- Responsible for commercial outcomes (KPIs, P&L) in terms of trade margin (including rebates), market share, risk management, feed-mill bulk ingredient costs.
- Support whole-of-wallet spend on arable inputs through collaboration with field sales team when sourcing grain via Farmlands arable shareholders.
- Supporting the training of field staff in grain/commodity buying and selling fundamentals.
- Oversee small seed contracting (commons) to meet Category Seed requirements; sourcing from shareholders (forward & spot contracts). Work closely with Agronomy and Sales teams to ensure small seed crops meet production contract requirements.

Strategy & Business Development

- Work with the relevant Heads (principally in Nutrition & Agronomy) on the development, delivery, and execution of an aligned 3-year strategy as it relates to soft commodities. Develop the strategy down to sector and customer level focus. Develop strategy down to sector and customer-level focus.
- In conjunction with the Supply Chain and Ops teams, identify and review opportunities for improved commodity sourcing, domestically and internationally. Work with Supply Chain and Sales teams to identify and pursue new market and grower supplier opportunities.
- In conjunction with the Supply Chain and Sales teams, identify and pursue new market / grower supplier opportunities.
- Support whole-of-Farmlands opportunities with growers and buyers e.g. arable inputs.

Relationship Management

- Ensure a high standard of service and value to growers and customers, with support for Farmlands field staff and stores.
- Lead Farmlands' presence and reputation in soft commodity markets, including at industry events.
- Enhance and maintain relationships with key industry participants including flour millers, feed manufacturers, arable farming leaders, merchants, dairy farmers, and other grain buyers.
- Build effective working relationships across Agronomy, Nutrition, Planning, Operations, Customer Experience, and Bulk Trading teams.

Risk Management

- Oversee sales and purchase agreement processes and positions in accordance with best practice, Farmlands policies, and delegated authorities.
- Ensure active monitoring and identification of at-risk positions or agreements.
- Work actively with Treasury and Risk teams on the risk management framework, identifying areas for improvement.

People Leadership

- Lead, develop, and empower a high-performing and engaged team that achieves agreed targets and performance standards.
- Develop and maintain an adaptive, performance-led culture with high levels of accountability, clarity, and measurable results.
- Coach, develop, and support the team with a focus on engagement, retention of key talent, and succession planning.
- Lead the development of a learning culture by prioritising learning and development activity delivered through the Centre of Learning and enabling team members to engage in learning and take ownership of their development

Professional

Development -

Continue to develop personally and professionally by:

- Maintaining regular contact with manager to discuss progress and performance, seek feedback and address development areas
- Engaging with Farmlands performance development process, recording progress and goals
- Being a positive supporter and leader of change initiatives
- Ensuring all training requirements are completed as required

These may change from time to time to meet operational or other requirements.

WHAT YOU'LL BRING - ĀU ĀPITITANGA KI TE TŪRANGA

Experience -

- Extensive soft commodity industry experience and strong knowledge of the market.
- Experience managing contractual commitments and trading positions.
- Experience importing and exporting bulk commodities is desirable.
- Relevant tertiary qualification or equivalent experience.
- Experience in people leadership.

Essential Skills –

- Demonstrated negotiation skills.
- Ability to produce accurate and timely reports.
- International trading and hedging skills are desirable.
- Excellent computer skills.
- Demonstrated networking ability.

Personal attributes

- Honest, ethical, transparent, straightforward style of communication.
- Takes personal responsibility and ownership for agreed outcomes.
- Affinity with the rural sector and knowledge of seasonal requirements.

EVERYDAY LEADERSHIP BEHAVIOURS

WE'RE OUT
HERE TOO.



THE FOUR BEHAVIOURS OF EVERYDAY LEADERSHIP

We've identified 4 leadership behaviours that we know make the best Farmlands leaders. Different roles across the co-operative require us to approach each aspect in slightly different way, and you'll see on the next pages the different leadership levels and how they all fit together.

Create

Create Clarity

Understand the bigger picture – you understand our vision, strategy and plans. You know what's expected of you and how you should deliver this. And, if you don't know, you take steps to find out.

Have a plan – you establish a vision and course of action that's aligned to our strategy. You help others connect the dots between our vision and strategy and where they fit in achieving this. You can describe what success looks like and provide a sense of direction for others, even during times of ambiguity.

Clarify the 'why' – you make clear how activities and decisions benefit the customer and the co-operative. You provide further context where further buy-in or prioritisation is needed to help overcome resistance.

Connect

Build Connections

Forge connections – you have strong relationships with the people around you, your customers and communities. You look outside of your immediate team to create connections with the people and teams across the business who have an influence or impact on your work. You seek broader perspectives to generate insights and opportunities.

Create purpose and belonging – you create meaning for your team by uniting them around a common goal. You're authentic and prepared to be vulnerable. You promote diversity and allow others to express themselves and for all voices to be heard equally.

Take people with you – you inspire people through your energy, commitment to our business and enthusiasm for the future. You listen, seek feedback from a range of sources and involve others in your decision making, without compromising pace. You lead by example through consistency and demonstrating the Farmlands Leadership behaviours.

Deliver

Deliver Results

Create structure – you plan ahead and create the structures and work routines to get things done. You make use of the systems and technology available to you. You're agile and look to work in new ways.

Think and act like an owner – you take responsibility for your performance and delivering to a high standard. You tenaciously pursue the right outcomes and don't confuse activity with results. If you lead people, you set clear expectations for every team member.

Insights driven – you understand the commercial aspects of your role and make decisions based on data and insights. You draw from new sources of information to generate ideas, seeking to innovate, disrupt and change. You are focused on building a stronger organisation tomorrow than today.

Grow

Grow Self, Grow Others

Have a growth mindset – your resilience helps you embrace change, persist through challenges and learn from feedback. You are curious and have flexibility of thought and perspective. You know your strengths and opportunities, actively engage in self-development and take time to reflect and apply learnings.

Develop capability – you coach others to build capability and achieve their potential. You know your team, their aspirations and support them to learn, grow and take ownership of their development.

Get out of the way – you empower others by delegating and creating space for them to do their best work, trusting them to deliver and providing support where required. You make it safe for others to try new things and learn from mistakes.

HOW THIS SHOWS UP IN EVERYDAY BEHAVIOUR (LEAD SELF)

Create	Connect	Deliver	Grow
Create Clarity	Build Connections	Deliver Results	Grow Self, Grow Others
<i>By understanding your role and how it contributes to the bigger picture you will make the right decisions.</i> Align with the bigger picture • Work is directly aligned with our vision, strategy and plans. • Know what's expected and how to deliver. Have a plan • Have a vision and course of action that's aligned to our strategy. • Help others understand how they fit in. Clarify the 'why' • Understand and make it clear how activities and decisions benefit the customer and the co-operative.	<i>You have strong relationships with your team and the people you work alongside to achieve success in your role.</i> Forge connections • Create strong relationships with others. Create purpose and belonging • You and your team are united around a common goal. • Promote diversity and allow others to express themselves. Take people with you • Inspire people through your energy, commitment and enthusiasm • Consider information from a range of sources in decision making.	<i>You deliver to the expectations of your role.</i> Create structure • Plan and create structure to get things done. • Be agile and look to work in new ways. Enable performance • Take responsibility for your performance and deliver to a high standard. Think about the business • Think and make decisions with a commercial lens. • Seek new information focused on building a stronger Farmlands.	<i>Being agile and resilient, listening and responding to feedback, and putting in the effort .</i> Apply a growth mindset • Be agile, persist through challenges and learn from feedback. • Actively engage in self-development and apply learnings. Develop capability • Coach others to build capability and achieve their potential. • Know and support others to take ownership of their development. Get out of the way • Empower others by creating space for them to do their best work. • Make it safe for others to try new things and learn from mistakes.

HOW THIS SHOWS UP IN EVERYDAY BEHAVIOUR (LEAD OTHERS)

Create	Connect	Deliver	Grow
Create Clarity	Build Connections	Deliver Results	Grow Self, Grow Others
<i>Your role is to operationalise the strategy which means you and your team need to understand it and how to achieve it</i> Understand the bigger picture • Understand our vision, strategy and plans. • Know what's expected of you and how you should deliver this. Have a plan • Establish a vision and course of action that's aligned to our strategy. • Help others understand their contribution to our vision and strategy. Clarify the 'why' • Make it clear how activities and decisions benefit the customer and the co-operative. • Provide further context where required to overcome resistance.	<i>This is about the relationships you create with your team and the teams you work closely with.</i> Forge connections • Create strong relationships with your team and others who have an influence on your work. Create purpose and belonging • Create meaning for your team by uniting them around a common goal. • Authentic and promote diversity. Take people with you • Inspire others through your energy, commitment and enthusiasm. • Lead by example through consistency and demonstrating the Farmlands Leadership behaviours.	<i>This is about achieving results through others.</i> Create structure • Plan and create structure to get things done. • Agile and look to work and lead your team in new ways. Think and act like an owner • Take responsibility for your performance and delivering to a high standard • Set clear expectations for every team member and hold them to account. Insights driven • make decisions with a commercial lens and seek new information to generate ideas. • innovate, disrupt and challenge the norm. • focus on building a stronger Farmlands.	<i>Growth is how we make ourselves, our teams and our co-operative better.</i> Have a growth mindset • Embrace the new and lead with agility. • Actively engage in self-development and apply learnings. Develop capability • Coach others to build capability and achieve their potential. • Know your team and support and empower them to learn, grow and develop. Get out of the way • Empower others by delegating and creating space for them to do their best work. • Make it safe for others to try new things and learn from mistakes.