

## Job Details

<b>Job Title</b>	<b>Agricultural Sector Specialist: Grains (Head Office)</b>
Division	Agricultural Economics and Advisory
Unit	Agricultural Economics
Remuneration	800 522.00
Job Type Classification	Permanent
Location - Country	South Africa
Location - Province	Gauteng
Location - Town / City	Centurion
Email CV to	recruitment@tianaconsulting.co.za

## MAIN PURPOSE OF THE JOB

To provide expert agriculture industry economics support services across the Bank when requested with particular emphasis on where there are either skills / competency shortages or where potential investments are either highly complex or high value.

Provide ongoing technical advice and knowledge/information sharing to the Bank's team to ensure submission of high-quality accurate applications through support when requested in terms of good governance and compliance to legislation and best practice within the Land Bank's policies and guidelines.

## Key Performance Areas

### 1. Specialist Inputs into Business Case Viability

- Provide expert agricultural support to the Bank to facilitate accurate and efficient structuring of appropriate financial solutions and feasible transactions.
- Provide support in terms of the completion and submission of reports as and when requested ensuring a comprehensive assessment of potential business transactions, including
  - Viability/Feasibility of the Business Plan
  - Debt serviceability
  - Sustainability of the Farming operations
  - Risks, mitigations and opportunities identified
- As part of the assessment process provide support, as and when requested, in terms of:
  - Best practice approaches in terms of farming trends, potential income realisation and determine the production Margin of the farming enterprise in relation to available resources.
  - Analysis of the financial position (past, present and future) and compare to the projected income to determine the debt serviceability when requested. (Or the relevant assessment tool).

- Evaluation of the financial position to determine solvency when requested.

## **2. Agricultural Knowledge Database and Knowledge Sharing**

- To undertake or provide support with the collection, process, and packaging of information in order to determine, amongst others, the following:
  - Market value of property
  - Production costs
  - Establishment costs
  - Profit margins
  - Produce prices
  - Market trends
  - Economic patterns
  - Potential of land
- Ensure relevant and updated information for knowledge sharing as and when required
- Contribute information to the national agricultural specialists' database
- To ensure knowledge transfer to the various Bank representatives in order to ensure skills transfer and empowerment in terms of technical context.
- Compile industry / commodity insight reports.

## **3. Customer and Stakeholder Relationship Management**

- Build, foster and maintain consistent, effective and strong relationships with all stakeholders in order to strengthen relationships with the potential to secure new business opportunities for the bank.
- Ensure that all stakeholders remain aware of the value of the Land Bank's products, the processes and principles related to agricultural financing within the Land Bank environment.
- Stay up to date with provincial initiatives and developments and further strengthen the relationship to assess further business opportunities to promote long term mutually beneficial relationships

## **Preferred Minimum Education and Experience**

- Degree with Agriculture as base.

- Experience in Agricultural management and financial Extension Services - 5 years; or
- Experience in Agricultural businesses, a Co-op, or similar organisations, focusing on farm related financing - 5 years.

### **Critical Competencies**

- Microsoft Office
- Knowledge / Experience of financial and business analytical principles, tools and systems
- Farm Valuation Principles
- Agricultural Economics
- Risk Management Principles
- Lending / Credit Assessment Principles
- Financial and Business Acumen

### **Additional Requirements**

- Extended hours as and when required.
- Travel as and when required