



## Director, Agriculture

**Location:** Sydney, Australia preferred but any of New Forests' Australian locations will be considered (along with Australian regional locations, for the right candidate).

**Reporting to:** Senior Managing Director, Australia and USA

New Forests ([www.newforests.com.au](http://www.newforests.com.au)) seeks a qualified candidate for the newly created position of Director, Agriculture.

This important role will be primarily responsible for overseeing New Forests market positioning in agricultural investment. The position will: further develop and deliver growth in our funds management platform through a suite of agricultural asset classes, in close consultation with existing, and new, clients of the business; capitalise on established networks to make additional investments, and build on the large-scale assets already managed by New Forests; focus on capability development and expansion opportunities for the business, with an emphasis on industry and client advocacy within the agricultural sector, and seamless integration of sustainability objectives; be integral to the New Forests ANZ growth and diversification of the market leading position in sustainable forestry management, across the broader landscape.

New Forests is an investment management business offering leading edge strategies in forestry, land management, and conservation. We seek to manage sustainable landscapes for production and conservation and to generate shared value for our clients and the communities where we operate. Founded in 2005, we offer institutional investors dedicated investment strategies in Australia-New Zealand, the United States, Southeast Asia and Africa and have more than AUD 7.7 billion in assets under management. We manage sustainable forestry assets, forest carbon projects, rural land, and timber processing infrastructure. New Forests is headquartered in Sydney with offices in San Francisco, Singapore, New Zealand, Melbourne and Kenya.

### Responsibilities:

- Coordinating closely with other parts of the business, provide leadership, general oversight and coordination of New Forests agricultural strategy and growth, as it relates to building its funds management services, specific to the agricultural asset class.
- Leading the development and delivery of a strategic plan, with specific growth targets, to continue growth of New Forests market position and capability, in agricultural funds management.
- Acting as a key point of contact for external stakeholders, for New Forests funds management business within the agricultural asset class.
- Working closely with New Forests existing capabilities, and aspirations around sustainable landscape management, developing strategies to ensure this is considered central to New Forests growth in the agricultural asset class.

- Taking a leadership role within New Forests, both in relation to agricultural investment and at enterprise level.
- Management of the Agriculture team, over time, including the development, coaching and guiding of team members in a positive manner in keeping with New Forests culture.
- In close consultation with the existing New Forests Operations, Investments and Analytics teams, contributing to the identification and acquisition of target investments, where aligned with client mandates.
- Working with New Forests Investor Services and Investments teams, to develop agricultural investment products for existing clients, as well as attracting new investment clients to the business.
- Contributing to management of subsidiary company operations and governance, including fulfilling operating company Directorships for client owned assets from time to time.
- Liaising with other New Forests functions to support growth in agricultural funds management, ensuring effective collaboration and task delivery.
- Supporting fund raising and deployment of other New Forests managed fund vehicles.
- Liaising internally with New Forests ANZ and corporate teams to share operational information, intelligence and facilitate structures that contribute to information needs and projects across the business.
- Contributing to corporate strategy, governance, sustainability and responsible investment activities across New Forests business. Supporting other related corporate projects in collaboration with other senior staff including Director Operations, Developed Markets, Director Investments, Director, Investor Services, Head of Sustainability and Impact, plus relevant Portfolio Managers.

**We are seeking candidates with the following:**

- Minimum of 15 years professional experience in agriculture, at least 5 years in senior positions.
- Bachelor or Masters Degree in Agriculture (or related discipline), or equivalent qualifications and relevant experience.
- Qualifications, or knowledge of, corporate governance and responsibilities of corporate governance and Company Directors. Completion of the Australian Institute of Company Director training is preferable.
- Experience in, or deep knowledge of, agricultural funds management is highly preferential.
- High level agricultural Investment Management or related field experience, and/or previous relevant experience in comparable roles within the agriculture industry.
- Proven experience in managing agricultural businesses or operations, including underlying production science and/or emerging trends.
- Strong commercial skills including project management, negotiation, financial analysis, high level strategy formation and negotiation of legal agreements.
- Excellent leadership, time management and organisational skills; able to set a leading example in these areas. Ability to set deadlines and ensure timely delivery on client and internal matters.
- Excellent written and verbal communication skills.
- Demonstrated ability to lead a strategy in a positive manner, including establishing and managing a growing team, and coaching and guiding staff effectively and positively.
- Highly capable skills in building and managing cross functional teams, drawing on resources from the across the business, to effectively deliver complex projects in a timely manner. The capability to manage the performance of third-party providers to a high standard.
- Commitment to embracing diversity and building a collaborative team culture.
- A personal commitment to sustainable agriculture, and the role agriculture plays in the broader sustainability solution.

- Ability to adapt to change, work in a variety of environments and communicating with different stakeholders, ranging from operational staff within assets, to executive level committees and institutional investors.
- Ability to travel as required.

**What can we offer?**

Our environment is busy and supportive, and the team is professional but relaxed. If you join us, you would be joining a growing, fast paced business which is an environmental and sustainable leader in forestry investment. You will also be working with professionals who are passionate about their work!

To apply, please provide your resume and cover letter, explaining your interest and qualifications for the position, in PDF format, to [careers@newforests.com.au](mailto:careers@newforests.com.au)

Phone calls will not be accepted.

New Forests is an Equal Opportunity Employer that values diversity and inclusion. We offer flexible working arrangements to all employees to support their work/life balance. We are also a Certified B Corp.