



Contracts and Commercialisation Manager

Location: Based in Perth metropolitan area.

The Organisation

Fruit West Co-operative is the innovative industry based model licensed to commercialise the ANABP 01 apple variety bred and owned by the WA State Government, that produces the stunning BRAVO™ apple, an apple like no other™. Fruit West Co-operative is passionate about providing high-quality produce to consumers, and securing fair returns for growers and the supply chain; bringing a new variety to the market to delight consumers and benefit growers and the supply chain.

We are seeking someone with strong commercial acumen, adaptability, initiative, and problem solving skills. The successful candidate will have the ability to work diligently, to agreed deadlines and possess sound organisational and people skills. We are looking to appoint someone who takes pride in delivering high quality work while building positive relationships with key stakeholders both internally and externally.

The Position

To support the Fruit West Board's responsibility to commercialise this world-class apple we are seeking a Contracts and Commercialisation Manager to join our organisation. This role is an integral part of the Fruit West Co-operative team to ensure it is able to effectively carry out contract management and commercialisation activities and discharge the associated responsibilities to the major stakeholders.

Key Accountabilities

- Execution of the Fruit West Co-operative Strategic Plan, as determined by the Board.
- Communication with value chain partners in line with the 12 month Operational Plan.
- Preparation and presentation in a timely manner for Board approval, reports required by the variety's owner.
- Management of Fruit West's ANABP 01 apple value chain Sub-licence Agreements with Growers, Nurseries, Packers and Marketer.
- Co-ordination of compliance with all statutory reporting requirements to various stakeholder groups.
- Negotiation within delegated authority, of an Annual Sales & Distribution Plan for domestic and export Fruit by the appointed Marketer.
- Preparation for Board review and approval, of income & expenditure budgets.

Key Attributes

The ideal candidate will possess:

- Degree qualification in a relevant discipline.
- Minimum 10 years' experience in a relevant commercial market environment with at least 5 years' direct experience in negotiating and management of commercial contracts according to Australian Contract Law and Practice.

- Demonstrated knowledge and understanding of contracts and commercialisation principles gained in a similar project/commercial/legal environment.
- Understanding of commercial environment & corporate governance requirements.
- Highly developed written and oral communication skills.
- Ability to produce and present documents, proposals or recommendations on contract and commercial matters to the Board in a clear and concise manner.
- Sound understanding of Microsoft suite of programs & ability to learn new software programs.

Benefits

- Working directly at board level.
- Small personalised work environment.
- Salary package up to 150K
- Located in Perth metropolitan area, with regular regional and interstate travel required when permitted and safe to do so.

Contact

Should you wish to discuss the position you can call Board Chairman - Ben Darbyshire - on 0401 161 080.

Application

If you believe that you have the necessary attitude, skills and experience for this role, apply now by sending your CV and covering letter by email to admin@fruitwest.com.au. Please note applications will be acknowledged but otherwise only shortlisted candidates will be contacted.

1 October 2020