



Call for Applications: Managing Director Argentina

February 2018

We are looking for a dynamic Managing Director to head our fruit production business in Argentina (Expofrut Argentina). The company which has a farming-packing-export model, underwent a deep restructuring, and the Managing Director will need to show leadership in developing the company while reducing the cost structure. Future growth will entail planning for new varieties and field mechanisation, together with packing house investments.

This person will share our enthusiasm for regenerative agriculture and our mission: to produce the healthiest food that nature can grow, deliver a positive impact on our environment, and inspire change across the whole food industry.

Features:

Job type: permanent, full-time, with trial period

Salary: competitive, including bonus

Location: Lamarque, Mid Valley Rio Negro, Patagonia, Argentina

Production: about 500ha of Apple & Pear orchards; Grapes; small Cattle operation

Roles & Responsibilities:

In this challenging role, the Managing Director will be responsible for the overall performance of the operations, which include driving profitability, leading the entire operations and finance teams, relating with external stakeholders (unions, banks, etc.), and setting commercial strategy. Specific areas of responsibility include:

Overseeing all company operations

- Leading in the implementation of best agricultural practices, from land preparation through planting and harvesting
- Operating efficient post-harvest flow, with optimal packhouse management and effective quality control
- Ensuring optimal sales and marketing of the products
- Optimizing cost aggressively, in compliance with the spending thresholds and policies set by the Group
- Developing regenerative agricultural practices and a spirit of innovative thinking in operations with resources at hand

Building and maintaining an effective and committed team at all levels

- Communicating mission, values and strategy
- Diffusing an attitude of continuous improvement, with an open and communicative climate
- Assigning key roles and responsibilities, dealing with underperforming people, and developing talent
- Shaping the team to operate under tight financial constraints and deliver objectives set by the Group
- Ensuring a proper succession plan is in place at any time for senior functions in the company, including MD
- Setting targets, evaluating performance and appropriate rewarding of team members

Overseeing the finance and admin operations, according to objectives set by the Group

- Legal responsibility to the extent required from a company director
- Overseeing the finance functions with budget planning, cash management, IFRS reporting, and addressing the financing needs of the group through organic funding
- Reporting of cash position on weekly basis, of performance on monthly basis



- 5-year forecast operating and financial model, with key focus on cash returned to Group and delivery of regenerative objectives
- Risk mitigation actions, compliance with health and safety requirements

The Managing Director will report to the Group Executive Committee.

Skills, Qualifications & Attitude

We are looking for a team player, confident and happy to work hard to accomplish a purposeful goal. The following skills are the most important:

- Willingness to live in remote location (Lamarque, Patagonia)
- Proven track-record of expatriate experiences of minimum 2 years in other cultural environment than his/her
- 5-15 years of relevant experience in a farm management position
- Business education with good command of finance
- Proven natural authority and leadership skills with communicative drive
- Solid managerial skills, with ability to manage an extensive team including white- and blue-collar employees
- Ability to successfully manage contingencies, crises, tight cash situations, and execute change management plans
- Entrepreneurial and hands-on attitude. Boots in the field.
- Excellent communication and interpersonal skills
- Strong values of integrity and honesty
- Open mindset with keen interest in innovation
- Good knowledge of Spanish and English
- Good understanding of the wider agribusiness/ food & drink/ retail sectors
- Interest in themes such as sustainability, resource efficiency, regenerative or circular business models
- Ambition to meaningfully grow the business

About The Fruit Farm Group

The Fruit Farm Group is an international producer and exporter of fresh fruits. We grow the most desirable fruit varieties and serve a global customer base. (www.thefruitfarmgroup.com)

Please send CV and cover letter to Tanguy De Bock at tanguy.debock@thefruitfarmgroup.com