



Porosity Services Pty Ltd

ABN: 47 126 945 239

PO Box 837

Mudgee NSW 2850

www.porosity.com.au

Exceptional Career Opportunity: Senior Management - Integrator

About Us:

Porosity empowers people in Agriculture to be more efficient with their time & resources, and make smarter decisions, by providing high quality sensors & data.

We play a pivotal role in helping today's resilient farmers to monitor their farms with the latest soil moisture probes, weather stations and water sensor technology, which provides accurate real-time data, helping them maximise their limited time & labour. This information builds knowledge, leading to smarter decisions to improve their resource efficiencies, such as water, fertiliser & sprays.

Porosity is an established leader in AgTech, servicing customers throughout NSW for over 17 years, particularly high-value irrigated crops (cotton, vineyards & horticulture) and dryland cropping and grazing enterprises. We understand that every farm & farmer is unique, that's why we customise our packages to solve each challenge with high quality solutions, and back it up with first-class field & technical support, plus intuitive & easy to use dashboards, ensuring our customers have a great experience.

Our values:

Honesty – we value long term relationships, built on trust, respect, communication & sharing knowledge.

Proactive, Practical & Positive – we seek the ideal solution for every customer, we work smart AND hard, and we have an optimistic “can-do” attitude.

We Play the Long Game – no short cuts, just the best quality solution for every customer.

About You:

Above all - you share our values!

We are seeking a motivated individual to take our company vision and focus, and help our business build on its impressive foundation of performance and reputation. Based in Central-West NSW, you need to be highly organised, amiable, and show loyalty. You need to have excellent communication skills, and encourage a positive team culture. As a senior manager, you will ensure that our unique people and processes are getting maximum traction to operate at peak performance. You will ensure our financial, cultural and operational goals are met, and provide the highest end-to-end customer experience.

We will provide an ideal work environment for you to leverage your existing experience, as well as provide additional training and resources to ensure you are equipped to fulfill your duties. You will work from home (mostly), however attend monthly financial & strategy meetings at Porosity head quarters in Mudgee. On occasion, you may be required to travel away from home for important conferences or meetings. You have the capacity to work longer days if required, such as when deadlines are approaching, or when your team or customers need support out of hours.

Your accountabilities:

- Ensure that Porosity's financial targets are set & met (P&L).
- Ensure all company systems and procedures are documented and followed by all.
- Manage all staff under your responsibility (see Accountability Chart)
- Lead the company culture by example, and ensure any staff are supported to follow the same.

- Nourish our existing strategic partnerships with suppliers & customers.
- Introduce sales leads to our products & services, then hand-over to the Sales Manager.
- Assist with grant / funding applications for Porosity and/or our customers.
- Provide the highest end-to-end customer experience (post-sales communication & support)
- Work with Operations Manager & Job Management Software to ensure timeliness of all jobs.
- Work within health and safety guidelines, actively and conscientiously identifying any risks.
- Report to Company owners/shareholders.

Ideal candidate (actual experience, or a strong desire to learn will be considered):

- A tertiary qualification (and/or background) in Agriculture, and/or Business Management.
- Experience with (or knowledge of) AgTech products; sensors, telemetry and/or software.
- Must be a safe and responsible driver, with an unrestricted driver's license.
- A desire to improve yourself and contribute to Porosity's growth and success

What's on offer:

FULL TIME EMPLOYMENT with 6-month trial period. 37.5hrs / week, 6 weeks annual leave.

\$120-140K salary (depending on experience), travel/vehicle allowance, home office allowance, phone, laptop.

Incentive bonus based on a percentage (TBC) of company profit, dependant on performance & safety.

Do you want it?

Please send the following to brian@porosity.com.au , before COB Friday 13th September 2024.

- an application / cover letter
- CV
- a written reference or at least 2 referees.