



Head Office  
Level 16, 70 Franklin Street  
Adelaide 5000  
South Australia  
[www.vuca.com.au](http://www.vuca.com.au)

# CANDIDATE BRIEFING DOCUMENT

SENIOR COMMERCIAL MANAGER  
FEBRUARY 2023



## Table of Contents

<i>Our Story</i> .....	3
The Sundrop philosophy.....	3
Our core beliefs .....	3
The triple bottom line .....	3
Sundrop’s Evolution Over Time .....	4
<i>Message from our CFO</i> .....	5
<i>The Advertised Role</i> .....	6
<i>Position Description</i> .....	7
<b>ABOUT THE JOB</b> .....	7
<b>APPLICANT PROFILE</b> .....	8
<i>Living &amp; Working in Adelaide, South Australia</i> .....	9
<i>South Australia &amp; Adelaide, Fast Facts</i> .....	10
<i>Contact Information</i> .....	11
<i>Important Information</i> .....	11



## Our Story

Sundrop Farms is a leading global horticultural player producing high-value fruit using renewable sources. We've developed technologies that integrate solar power, electricity generation, freshwater production and hydroponics. It produces an equivalent quantity of food to that grown using traditional methods, but the quality is significantly better.

We use the sun's energy to produce freshwater for irrigation. And we turn it into electricity to power our greenhouse to heat and cool our crops. A Sundrop greenhouse turns seawater and sunlight into energy and water. We then use sustainably sourced carbon dioxide and nutrients to maximise the growth of our crops.

We are showing the world that you can grow delicious, mouth-watering produce without needing fossil fuels, vast amounts of fresh water and thousands of acres of cultivated farmland.

In other words, we are breaking farming's dependence on finite resources.

## The Sundrop philosophy

Sundrop Farms is a global leader in sustainable agriculture, growing fresh fruits and vegetables using renewable inputs. Sundrop integrates solar power, electricity generation, freshwater conservation, and production, climate control, and hydroponics to enable the year-round production of premium produce at high yields with consistent quality and deliver a meaningful reduction in fossil fuel and water use through innovative use of renewable energy / low carbon technologies.

## Our core beliefs

These provide a framework for our mission and guides every aspect of our business:

- ▶ Nature is a partner, not a supplier
- ▶ People are our most important asset, and we go out of our way to hire exceptional talent
- ▶ Delicious, natural food is affordable
- ▶ In scarcity, there is opportunity for abundance
- ▶ Re-imagining agriculture requires creativity and a strong sense of entrepreneurship
- ▶ Maximising long-term and sustainable profits helps spread our business model to new locations and helps our partners, the planet, and our people.

## The triple bottom line

We firmly believe business should be a force for good and benefit more than its shareholders.

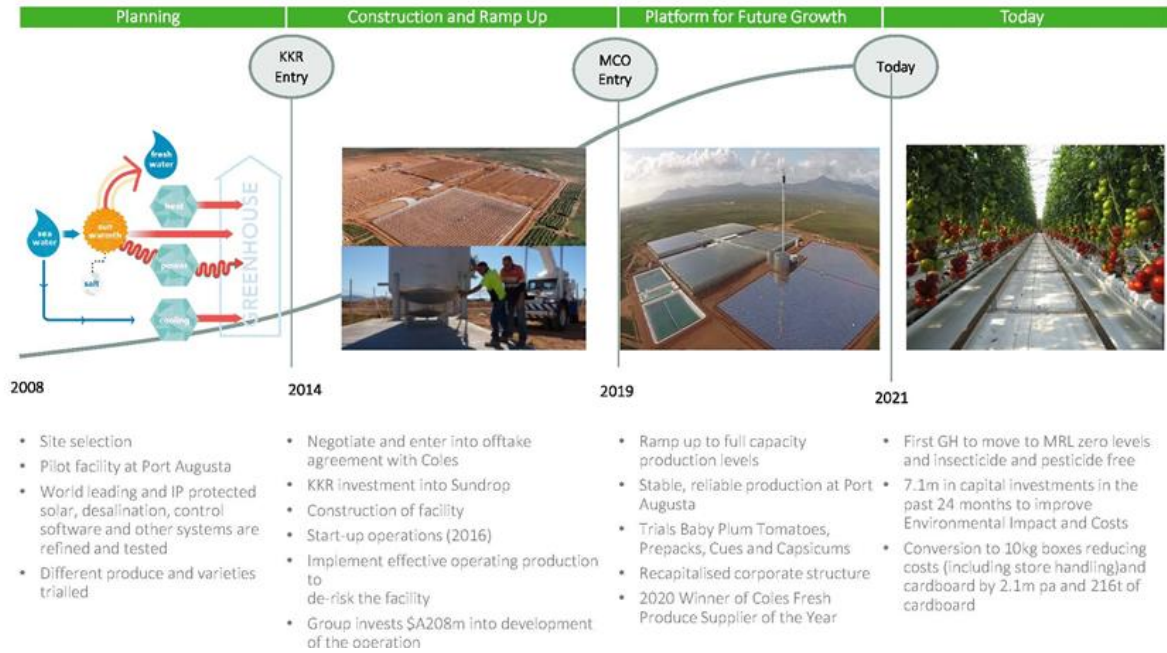
So as well as being in profit, our mission is to also benefit the environment and the local community in which we operate.

Together they are known as "People, Planet and Profits". And we consider ourselves in the black on all three accounts.

For more information visit [www.sundropfarms.com](http://www.sundropfarms.com)

## Sundrop's Evolution Over Time

Having successfully established the Port Augusta facility Sundrop has positioned Coles and Sundrop as leaders in sustainable horticulture and is now ideally placed to act as a platform for growth.



## Message from our CFO



*“Sundrop is a global leading horticultural business that considers technology, environment and mutually beneficial relationships with its key partners. Sundrop is renowned for its ability to provide counter seasonal highest quality fruits and vegetables whilst holding a strong ESG focus.”*

*This role of Senior Commercial Manager will contribute to whole of business decision making, insight and value add perspectives around identifying, implementing and supporting major productivity and efficiency improvements to ensure the business meets its financial targets. Importantly, the role will also shape good business outcomes through key relationships and commercial negotiations with our suppliers and customers.”.*

**Mark McAra**  
**Chief Financial Officer**



## The Advertised Role

### SENIOR COMMERCIAL MANAGER

- ▶ World-class sustainable agriculture
- ▶ Brilliant Adelaide based opportunity to shape and influence a greener global future

With offices in Adelaide and Pt. Augusta, Sundrop integrates solar power, electricity generation, freshwater conservation, and production, climate control, and hydroponics to enable both counter-seasonal and the year-round production of premium produce at high yields with consistent quality and delivers a meaningful reduction in fossil fuels and water usage through innovative use of renewable energy / low carbon technologies.

Reporting to the CFO, this newly created Senior Commercial role supports the finance, commercial and operational teams. You will lead and manage business development and commercial relations for the business. Further, you will partner with the senior executive and the business to understand yield and production drivers, profit improvement, cost optimisation and business improvement working across all aspects of farm operations.

The Senior Commercial Manager will:

- ▶ Work across the business to implement best practices and improve ways of working, streamline systems and processes including use of technology
- ▶ Effectively partner with key retail customer contacts and external stakeholders
- ▶ Partner with operations to deliver meaningful financial and statistical data modelling and analysis
- ▶ Provide support to the CFO on budget, planning and forecasting and production of reports on operational and financial business performance

To be successful in the role you will have a high degree of commercial acumen and apply your extensive experience (8 years+) in all aspects of financial management, working with stakeholders to ensure reporting and commentary is effective and insightful to decision making. You will be an experienced commercial manager with a strong aptitude for commercial evaluation and project sponsorship of capital projects and analysis.

A strong track record of providing value adding commercial insight to both the corporate and operational aspects of the business would be highly regarded. You will also possess a keen intellect with strong strategic and analytical skills; be a mature, composed finance professional with excellent communication skills and have strong professional integrity.

An undergraduate degree in accounting, finance or business is essential and CPA or ICA highly desirable. Please note that while this role is based in Adelaide it will require frequent travel to Pt Augusta.

**For a Position Description visit [www.vuca.com.au/sundrop-2](http://www.vuca.com.au/sundrop-2). For further enquiries, contact Paul Bell on + 61 412 552 302 for a confidential discussion during business hours. Please forward your letter of application and CV in MS Word format to [Sundrop@vuca.com.au](mailto:Sundrop@vuca.com.au) by Sunday 19<sup>th</sup> February 2023.**

## Position Description

---

**Job title:** Senior Commercial Manager

**Reporting to:** CFO

**Location:** Adelaide, South Australia

---

### ABOUT THE JOB

---

Sundrop is seeking an experienced Senior Commercial Manager to support the finance, commercial and operational teams. You will partner with the senior executives and the business to understand yield and production drivers, profit improvement, cost optimisation and business improvement working across all aspects of the farm operations.

Reporting to the CFO, the main duties will include:

- ▶ Produce standardised reports on operational and financial business performance against plan and support the underlying systems and processes
- ▶ Work with stakeholders to ensure reporting and commentary is effective and insightful for decision making
- ▶ Deliver insightful analysis and drive regular reviews of business performance
- ▶ Work closely with key stakeholders to identify key issues / solutions for the business
- ▶ Identify key drivers of profit and opportunities for business improvement and cost control
- ▶ Financial and statistical data modelling and analysis
- ▶ Provide support to the CFO on budget, planning and forecasting
- ▶ Support the commercial team including liaising with key retail customer contacts
- ▶ Clear and effective communication across multiple groups of stakeholders
- ▶ Work across the business to implement best practices and improved ways of working, streamline systems and process including use of technology
- ▶ Potential for senior account retail management
- ▶ Support key supplier commercial negotiations
- ▶ Commercial evaluation and project sponsoring for capital projects and analysis

## APPLICANT PROFILE

---

- ▶ CA or CPA qualified preferred
- ▶ Experience in a Commercial Finance Business Partner style role - supporting wider business and senior stakeholders / divisional heads
- ▶ Experience in agriculture, manufacturing, FMCG, or retail environments preferred
- ▶ Experience in Microsoft Power BI ideal
- ▶ Client liaison and negotiation skills
- ▶ Excellent written and verbal communication skills
- ▶ Able to work under pressure to tight deadlines





## Living & Working in Adelaide, South Australia

Adelaide is one of the most liveable cities on the planet. It is well known for its arts festivals, fine foods and wine, retail and dining experience and spirit of entrepreneurship and innovation. It has an advanced economy, world class universities and a flourishing multicultural heritage. Adelaide is the traditional home of the Kurna people and has a strong indigenous culture today.

### LIFESTYLE

Adelaide is known for its **Mediterranean style climate**, where the weather is pleasant and moderate most of the year. Year-round big blue skies mean average winter temperatures of 16 degrees Celsius (°C) and 28°C in summer. Hot days can be real sizzlers and easily reach 40°C though!

Adelaide is a city that offers the physical and emotional space to breathe. There is a sense of freedom here – of expression, of movement, of thought. With a **diverse and eclectic array of accessible experiences**, it's a city that allows time for immersion, paired with a sense of space and freedom that actively encourages true indulgence.

The Adelaide Hills which are home to many villages, towns, wildlife parks and natural resources to explore, are less than half an hour drive from the City Centre. You'll never be far away from some of the most **pristine beaches** and water sanctuaries in the world, with almost 30km of beaches bordering Adelaide. Our beaches are famous for the beautiful waters and wide sandy foreshores. Beachside areas like Glenelg, Brighton and Henley Beach are only 15 minute drives from the City and offer **cosmopolitan hearts with retail and dining opportunities**. Within short drives from the city centre are Port Willunga where you can scuba dive in natural and man-made reefs, Port Adelaide where you can frolic with dolphins and St Kilda where you can wander the mangroves and natural reserves, also home to Dolphins and other Australian fauna.

A number of international measures rate metropolitan Adelaide highly for liveability, quality of life and cost of living. The Economic Intelligence Unit undertakes an annual Liveability Ranking and Overview of 140 cities around the world and Adelaide has in recent years ranked within the top 5 in the world. The Property Council of Australia undertakes its own annual survey on liveability of Australia's top 10 biggest cities. In this survey Adelaide is ranked second only to Canberra, our nation's capital, and above all other capital cities.

The Mercer Quality of Living Survey compares global cities and is primarily used to inform multi-national companies regarding optimal office locations and employee conditions. Adelaide was most recently listed as 29th in the World and has consistently ranked highly in this survey. Mercer's Cost of Living Report measures the comparative cost of over 100 items and Adelaide continues to outperform other Australian Capital Cities in this report

### REGIONAL EXPERIENCE:

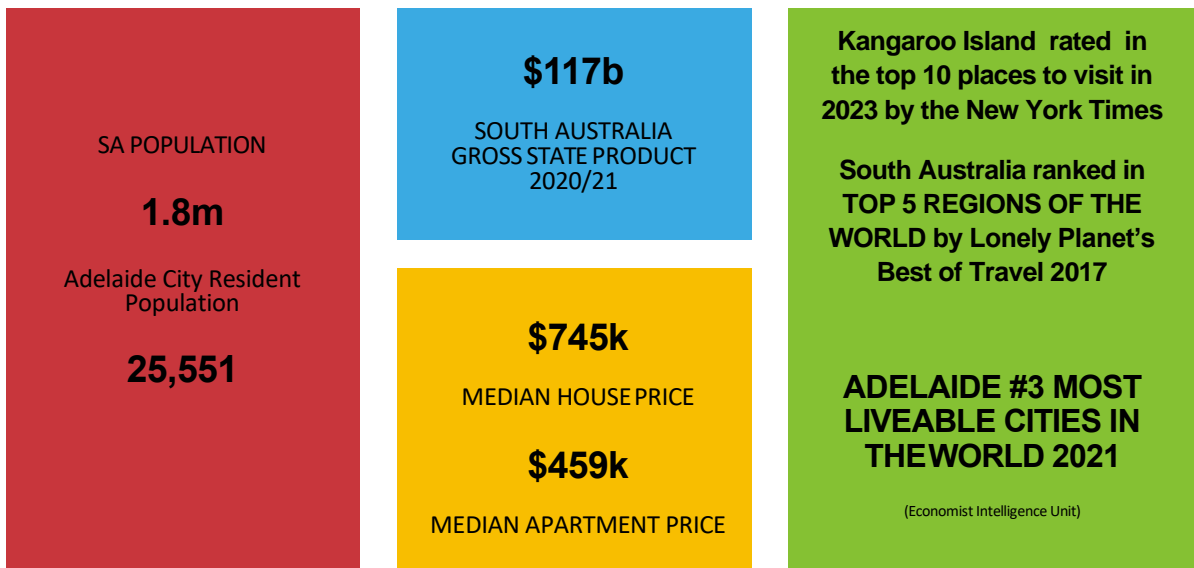
**The regions surrounding Adelaide offer a unique experience with gourmet food offerings, internationally renowned wine, villages to explore and wildlife and natural attractions.**

Adelaide is a city that lives well beyond its conveniently designed square mile epicentre, flowing seamlessly into world-famous wine and food regions such as Barossa, just an hour's drive north, or coastal escapes in the Fleurieu or Yorke Peninsula. You'll be spoilt for choice.

Travel another hour north and you'll reach the Clare Valley, which is famous for its Rieslings. The Adelaide Hills has some stunning whites and there's McLaren Vale and Langhorne Creek on the Fleurieu Peninsula – about an hour's drive south of the city. Drive yourself or join a guided tour of Adelaide and its surrounds - the choice is yours. Take a road trip and discover the reds from the Coonawarra on the Limestone Coast.

Kangaroo Island is an iconic destination, just two hours' drive and a short ferry ride south of Adelaide. It has pristine beaches, unique wildlife, awesome sunsets and fantastic food and wine.

## South Australia & Adelaide, Fast Facts



### One of the world's most liveable cities

Adelaide offers a relaxed, easy-going lifestyle, and was rated as the world's 3<sup>rd</sup> most liveable city in the world in 2021 (Economist Intelligence Unit). It is located in a beautiful region of South Australia, which is also ranked in the top 5 of the world's regions.

### Australia's most affordable mainland capital

Your money will go much further in Adelaide. Studies show it costs 18% more to live in Melbourne and 30% more to live in Sydney than Adelaide. Adelaide is around 11% cheaper than Brisbane and Perth, meaning you will have more money to discover Australia during your weekends and holidays.



## Contact Information

For a confidential discussion regarding the Senior Commercial Manager position, please contact VUCA Senior Associate, Paul Bell on +61 412 552 302.

*Applications, including your current CV and a letter of introduction are to be forwarded in Word format to [sundrop@vuca.com.au](mailto:sundrop@vuca.com.au)*

***Applications close COB Sunday 19<sup>th</sup> February 2023.***

## Important Information

Please note that VUCA Trusted Advisors believes that while the information contained in this document is true to the best of the Company's knowledge at the time of writing, such information may change without notice. Further, the information herein is the property of the Company and must not be published or attributed unless explicitly agreed.