



Jane Wightman



For the first 10 years after leaving school Jane went farming across the UK, NZ and Australia, whilst gaining an Advanced National Diploma of Agriculture. Jane loved agriculture and thought she would farm forever, gaining experience in dairy, sheep, beef and cropping.

After marrying an Australian, Jane emigrated to Australia but due to location was unable to find a farm manager position so decided to continue her studies and completed

a Master of Applied Science. Jane is dyslexic but managed to devise ways to cope with the challenges within tertiary education.

After graduating Jane took a position with the Queensland Department of Agriculture as an extension officer. As Jane and her husband followed their careers it led to a long distance relationship, with Jane continuing to work in extension delivering workshops in strategic business management for farmers and, becoming the central Queensland state coordinator for program delivery in the dairy industry.

When her husband moved to Brisbane, Jane ended up working in an

area she had never considered, direct marketing, “it just goes to show you can surprise yourself”. Jane is surprised at how valuable this experience was: it helped develop interpersonal skills and she learned a lot about herself and how to work with people from all walks of life. Jane gained experience as a mentor and leader in an industry that can often be very challenging.

After her second child, and with her husband taking on the care of the children, Jane gained employment at Hort Innovation as an industry services manager with the tropical fruit industries.

Jane then made the step to Meat & Livestock Australia as the Extension and Innovation project manager but the pull to the horticulture sector was always there and last year Jane came back to Hort Innovation to take up a Relationship and Business Development Manager role, Jane adds “I am passionate about playing a role in building industry capability and capacity. The program has some fantastic opportunities for growers and their staff in leadership and development”



“I have had a very varied and rewarding career – so far”

**Relationship & Business
Development Manager**

Relationship & Business Development Manager

The Role	Prerequisites	Skills Needed	Salary Guide	Training options	Resources needed	Next career step
<p>Work with industry</p> <p>Meet the needs of Industry Strategic Investment Plans</p> <p>Facilitation</p> <p>Evaluation of Projects</p> <p>Deliver R&D to meet industry needs</p> <p>Deliver marketing investment portfolios</p>	<p>Passionate about horticulture and/or agriculture</p> <p>Enjoy working with:</p> <ul style="list-style-type: none"> • Growers • Industry bodies • Researchers • Stakeholders <p>Enjoy travel</p> <p>Hard working and willing to put in extra hours when needed</p> <p>Tertiary qualification in either Horticulture, Agriculture or Agribusiness</p>	<p>Strategic planning and thinking</p> <p>Relationship Management</p> <p>Able to work autonomously</p> <p>Enjoy responsibility</p> <p>Being proactive</p> <p>Enjoy problem solving</p> <p>Being able to support industry groups and committees</p> <p>Work in a team</p> <p>Comfortable working with ambiguity</p>	<p>\$52,000 - \$124, 000</p> <p>Depends on size of enterprise and responsibilities and level</p> <p>(payscale Australia)</p>	<p>Diploma in Agriculture or Agribusiness Managment</p> <p>Degree in Agriculture or Agribusiness Managment</p> <p>Masterclass in Horticultural Business</p> <p>Nuffield Scholarship</p>	<p>Car license and transport a must</p>	<p>Develop current enterprise that you work for</p> <p>Move to a role for a larger company or one in a different sector</p>