
DAVID WARRINER

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PROFESSIONAL SUMMARY

I am very effective & qualified business advisor who is dedicated to continuous process improvement in the face of rapidly evolving and changing markets, government policy & regulations. I am passionate about the pastoral sector and believe in market development and such strategies. I understand very well the productivity drivers and constraints, particularly in property & livestock management, beef processing, logistics, and market development. I possess high levels of integrity, honesty, tenacity, and leadership.

SKILLS

- ♦ Experienced Director
 - ♦ Effective Leader
 - ♦ Identify Productivity Drivers
 - ♦ Brand & Market Development
 - ♦ Budgeting
 - ♦ Negotiation
 - ♦ General Management of Large Pastoral Companies
 - ♦ Strive to integrate & diversify into the Supply Chain
 - ♦ Asian Market & Supply Chain Focussed
 - ♦ Communication
 - ♦ Identify unique attributes and opportunities
 - ♦ Transparency & integrity
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WORK HISTORY

Owner, November 2005 to present

Warriner RPM Pty Ltd trading as DWsAgricon – Brisbane Qld, & Darwin, NT. Australia

- A small boutique business focussed on north Australian agribusiness investment advice and management.
- Worked with numerous clients including foreign investors, private equity investors, landowners, private operators, Indigenous Land Councils, state Governments & absentee landlords

President & Director 2016 - Present

Northern Territory Live Exporters Association

Immediate Past President & Director, 2012 - 2015

Northern Territory Cattlemen's Association (NTCA)

Ministerial Advisor (Agriculture) March to September 2016

Office of the Chief Minister, Northern Territory Government

Group General Manager, December 2007 to January 2015

Tipperary Group – Northern Territory, Australia

- As a management consultant I successfully replaced existing management under extremely sensitive circumstances
- Initiated a complete review of strategy, org structure, & reporting systems to better focus on profit, HR management, productivity, & supply chain integration. Turned large losses to profit in two years
- Developed integrated supply chain business exporting, feeding, and selling cattle into the Indonesian market
- Prepared Tipperary Group & assets to go to market pre & post GFC
- Facilitated livestock and plant sale with lease arrangement with ASX listed entity as part of sell down
- Currently sub-dividing land parcels to diversify into other agricultural and supply chain opportunities, as well as gathering various irrigation & land clearing permits (30,000ha)
- Developed successful Carbon Credit strategy

Owner & Chairman of the Board, 2003 to 2012

Country Wide News Pty Ltd– Rockhampton, Qld, Australia

- A group of up to 4 newsagency/gift stores in Rockhampton employing up to 45 people and turning over \$10million.
- A very profitable business until the GFC and 2 major floods resulting in a regional economic downturn significantly affected terms of trade
- As I was based in NT and could not focus enough personal attention on the business the stores were sold in 2012.

Group General Manager, 2002 to 2005

Alice Springs Pastoral Co – Rockhampton, Qld, Australia

- Implemented corporate disciplines into large traditional family operation owned by absentee offshore landlords
- Developed Australia's largest individual organic beef supply chain agreement delivering Certified Organic cattle to Coles Supermarkets on a weekly basis
- Turned loss to profit
- Went to market and sold the business and assets for a record \$106 million for 20,000 cattle enterprise

Category Manager & Market Analyst, – 2000 to 2002

Consolidated Meat Group – Rockhampton, Qld, Australia

- Developed marketplace database, competitor SWAT analysis, & market development & research trips to Korea, Japan, Hong Kong, & UK
- Developed and managed the organic beef category supplying mainly Sainsbury's in the UK
- Improved livestock procurement strategy to source up to 500,000 cattle per annum

Head Stockman to State Manager, - 1985 to 2000

Consolidated Pastoral Co – Various properties in Qld & NT

As State Manager;

- Responsible for 45,000 cattle, 100,000 sheep, & 10,000 acres of mixed farming
- Coordinate day to day activities on 2 million acre cattle property
- Plan all marketing and sales programs for all properties
- Plan & implement all budget & capex programs

EDUCATION

Post Graduate General Management, 2001

Harvard Business School – Boston, MA, USA

Business Administration, 2000

University of New England – Armidale, NSW

High School Certificate, 1982

The Southport School – Southport, Qld

AFFILIATIONS

Northern Territory Live Exporters Association (NTLEA) Current President

Northern Territory Cattlemen's Association (NTCA) **President** 2012 to 2015

Australian Institute of Company Directors (AICD) Graduate 2006

Northern Territory Chamber of Commerce

Australian Farmers Institute

REFEREES – supplied on request