

HOWARD HALL

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With comprehensive business experience and insights in domestic and international arenas, Howard is keen to apply his strategic acumen, incisiveness, pragmatism, and affinity for embracing and supporting change to assist businesses in addressing challenges and optimizing growth opportunities.

He is an experienced business advisor with forty years of international experience and an advocate for sound consultation and informed decision-making in today's business environment.

Howard has a range of practical capabilities that can enhance the governance, strategy, and outcomes for owners, boards, and executive and program teams. These include his:

- The ability to gather, review, assimilate, and interpret diverse business information, applying it to informed management decision-making.
- A strong understanding of the challenges and opportunities associated with adopting best-practice management and EESG standards.
- A deep appreciation for supporting and facilitating business owners and management teams in navigating clearly defined change initiatives.
- Practical understanding of building strong direct relationships between owners/boards, management, and other key stakeholders.
- A strong understanding of funding, designing, and managing international agricultural research and development programs and projects in Asia, the Pacific, and Eastern and Southern Africa.

BOARD & ADVISORY EXPERIENCE

Member Agrifood Chains Advisory Board, National Food Industry Strategy (Australia) | 2003 – 2007

Company Directorships in Food and Agribusiness and Construction | 2003 – 2018

Advisory Council Member, Cross Sector Development Partnership Initiative (XSPI) | 2020 – 2023

Special Advisor, Commercial Engagement & Adoption, Australian Centre for International Agricultural Research (ACIAR) | 2023

PROFESSIONAL QUALIFICATIONS & MEMBERSHIPS

QUALIFICATIONS

Graduate Diploma of Business Studies / University of New England

Bachelor of Applied Science (Rural Technology) / University of Queensland

Company Directors Course, Australian Institute of Company Directors (AICD)

State winner, National Enterprise Workshops

PROFESSIONAL MEMBERSHIPS

Fellow of Australian Institute of Company Directors (FAICD) | 1991 – Present

Member Institute of Management Consultants, Australia (MIMC) | 1992 – Present

Certified Management Consultant (International) (CMC) | 1994 – Present

Certified Advisory Board Chair | 2023

EXECUTIVE & PROFESSIONAL EXPERIENCE

PINNACLE AGRIBUSINESS

Managing Director and Founder | 2023 - Present

Reactivated Pinnacle Agribusiness in 2023, providing food and agribusiness advisory and consulting, international research and development, and Advisory Board Chair / advisory services.

AUSTRALIAN CENTRE FOR INTERNATIONAL AGRICULTURAL RESEARCH (ACIAR)

Special Advisor, Commercial Engagement & Adoption | 2023

Enhanced commercial partner engagement skills and approaches for greater project impact; introduced innovative approaches to relationships with commercial parties as project partners.

Commissioned a pioneering multinational survey on Public Private Partnerships (PPPs) in agricultural R&D; developed practical commercial engagement guidelines for application in agricultural R&D.

Agribusiness Research Program Manager | 2019 – 2022

Commissioned ACIAR's first direct co-investment projects with the private sector in its 40-year history.

Managed a portfolio of more than 30 international agricultural R&D projects in 20 + countries; led a team of 30 scientists as project leaders, ensuring sound governance and timely and successful project delivery.

Conceived and commissioned innovative new research projects aligned with specific donor and country needs; built strong relationships with government officials in partner countries, and honed knowledge and skills in working with multiple national governments.

PINNACLE AGRIBUSINESS

Managing Director and Founder | 1989 – 2019

Founded and led this recognised international agribusiness consultancy for over 20 years, delivering over five hundred projects for more than two hundred clients worldwide.

Pioneered business performance benchmarking in key horticulture and aquaculture sectors in Australia; delivered international research resulting in the Australian citrus export strategy to the USA moving beyond a single desk importer model.

Key commercialization advisory role for OBE Organic Beef, initially exporting to Japan. Obe Organic now exporting to over fourteen countries; provided a key economic impact analysis for the Australian banana industry.

Numerous Sell-Side advisory roles including: A \$20m divestment of major Queensland vegetable production assets; \$8m divestment of macadamia production assets to a leading ASX listed rural fund manager; divestment of second largest macadamia processing business.

QUEENSLAND INDEPENDENT WHOLESALERS LTD (QIW LTD, ASX)

Division Manager Foodservice, Cash and Carry and Liquor | 1994 – 1996

Managed strategy, operations, and performance across three divisions, commissioned new technology introductions, and turnover of A\$300M+, Directed a management team and workforce of over 2,000 employees across seven trading sites.

COMGROUP SUPPLIES, PART OF HUNGRY JACKS' GROUP OF COMPANIES

National Sales and Marketing Manager | 1992 – 1994

Restructured and expanded the national sales team, drove new product development, and diversified the product range, increasing account penetration and achieving up to 40% growth YoY thereafter.

VADAKA PTY LTD – OWNER OPERATOR

Owner Manager | 1985 - 1990

Owned and operated multi-site manufacturing and retail bakeries, doubling sales and profitability before divesting.

HOECHST AUSTRALIA LIMITED (PARENT, HOECHST AG, GERMANY)

State Manager | 1982 – 1985

Repositioned the firm for direct sales into farm input providers, upscaled and repositioned the business, and achieved over 25% annual growth.

Technical Sales Representative | 1977 – 1982

Managed and grew sales in two regions, leading to promotion to State Manager.

ADDITIONAL DETAILS

KEY SKILLS

Leadership & Decision-Making	Research Program Design & Management
Senior (C-suite) Engagement	Strategic Partnerships
Strategic Thinking	Succession and growth planning
Collaboration & Innovation	Stakeholder Engagement
Business Sales/Exits	Public-Private Partnerships
Supply/Value Chain Management	Agribusiness Development
Commercial Engagement, PPPs	International Business Relations
Project Planning & Management	
