Five Under 30

GRAIN TRADE AUSTRALIA

CHELSEA HEINRICH

Consultant - Commodity Risk Management,
Pinion Advisory

LOCATION

Clare, SA

AGE

25

CAREER GOALS

Chelsea aspires to become more of a stable presence in farming businesses and hold a "trusted advisor" role for them. She is looking to expand her knowledge of the wider Australian grain industry. Chelsea understands that the global markets are constantly changing, and she would like to further her understanding of how the Australian industry relies on global movements and vice versa.

EDUCATION

BACHELOR OF SCIENCE (ANIMAL SCIENCE)
University of Adelaide

WORK EXPERIENCE

Chelsea's role as Commodity Risk Management sees her collaborate with growers to establish strategies and achieve ideal pricing targets to ensure they are profitable at an on-farm level. Chelsea works with them during harvest with the arbitrage of grain and then conducts post-harvest reviews to highlight the successes and improvements from each season. Chelsea works with her clients to understand and discuss the current agronomic and pricing positions, and managing risk to best align with each business

Outside of grower management, Chelsea has conducted several market presentations for both internal and external projects, including regular ABC radio interviews. Although Chelsea is still learning, she also conducts post-harvest benchmarking reviews with clients.

Outside of work, Chelsea is an Executive Committee Member at South Australia Grains Industry (GIASA).

THE IMPORTANCE OF FIVE UNDER 30

For Chelsea, the Five Under 30 program is an opportunity to become more involved within the Australian grain industry by growing her knowledge and building her leadership skills. She believes that being a part of committees will give her greater insight into the foundational work that builds the grain industry. Chelsea would like to motivate more young industry members to get involved. Through hosting networking events for young members or increasing the education in universities, she hopes to grow the knowledge and motivation in young members. She believes providing more information will increase the exposure and potential interest in joining the grain industry.