

AUSTRALIAN HORTICULTURE Industry Overview

Australia's horticulture industry is going from strength to strength, with a 2023/24 vegetable production value exceeding \$17 billion.

The industry is broad and contains a range of products such as fruit, nuts, vegetables, nursery, turf, and cut flowers.

Horticulture is a keystone in Australia's economy. People will always need to eat fresh produce so there will always be the need for a prosperous industry. With an increasing population to feed, the horticulture industry is continuously innovating and expanding, making it an exciting and satisfying career with strong upward progression.

There is a common misconception that careers in horticulture only involve harvesting crops. But there is a whole range of careers across the horticulture supply chain that require talented, innovative, and progressive minds to continue to push the industry forward. Careers such as entomology, landscape design, plant science research, urban agriculture, and roles in advanced technologies like agricultural robotics and data analysis

All the careers in this booklet are in high demand and can offer on-site training, the only thing left to do is begin!

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This booklet is accurate as of May 2025.

hort VEGETABLE nnovation FUND

This project has been funded by Hort Innovation using the vegetable research and development levy and funds from the Australian Government. For more information on the fund and strategic levy investment visit horticulture.com.gu

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Addressing Misconceptions about Careers in Horticulture

Isn't horticulture just about gardening and farm work? Not at all! Horticulture encompasses a wide range of exciting careers beyond traditional farming. It includes plant science research, new product development, and roles in advanced technologies like agricultural robotics and data analysis. The industry is diverse and offers something for everyone. Refer to page 4-5 for a flow chart of careers.



Are horticulture jobs low-paying with little room for career growth?

While some entry-level positions may have modest salaries, many

specialised roles in horticulture offer competitive pay. Careers in plant breeding, agronomy, and horticultural technology can be comparable to other careers.

Additionally, horticulture offers numerous opportunities for advancement. You can start with entry-level positions and, with experience and further education, progress to managerial roles or specialised areas where salaries can increase significantly.

What educational paths can lead to a career in horticulture?

Horticulture careers can begin with various educational backgrounds. Vocational training, apprenticeships, and university degrees in related fields like agriculture, botany, or environmental science are common pathways. Many institutions also offer specialised horticulture programs. For more information, see page 52 for a list of training providers.

The industry values continuous learning and innovation, providing pathways for growth and development.

Are horticulture careers limited to rural areas?

Not at all! While there are plenty of opportunities in rural settings, many major growing regions sit on the urban fringes, as they need to be close to markets. Some operations also have city or town-based offices. There are lots of reasons you might be based in the city while working in the industry.

> How can we learn more about the different careers in horticulture?

The Growing a Career in Horticulture booklet is a good start.

There are many other resources available, including online platforms, career expos, and industry websites.

Schools often collaborate with horticulture organisations to provide information sessions and field trips.

You can also follow social media channels of horticultural associations and companies to get a glimpse into the industry or reach out to professionals in your field of interest to ask them some questions about their career - most people in the industry are happy to help and mentor young people.



How can parents support their children in pursuing a career in horticulture?

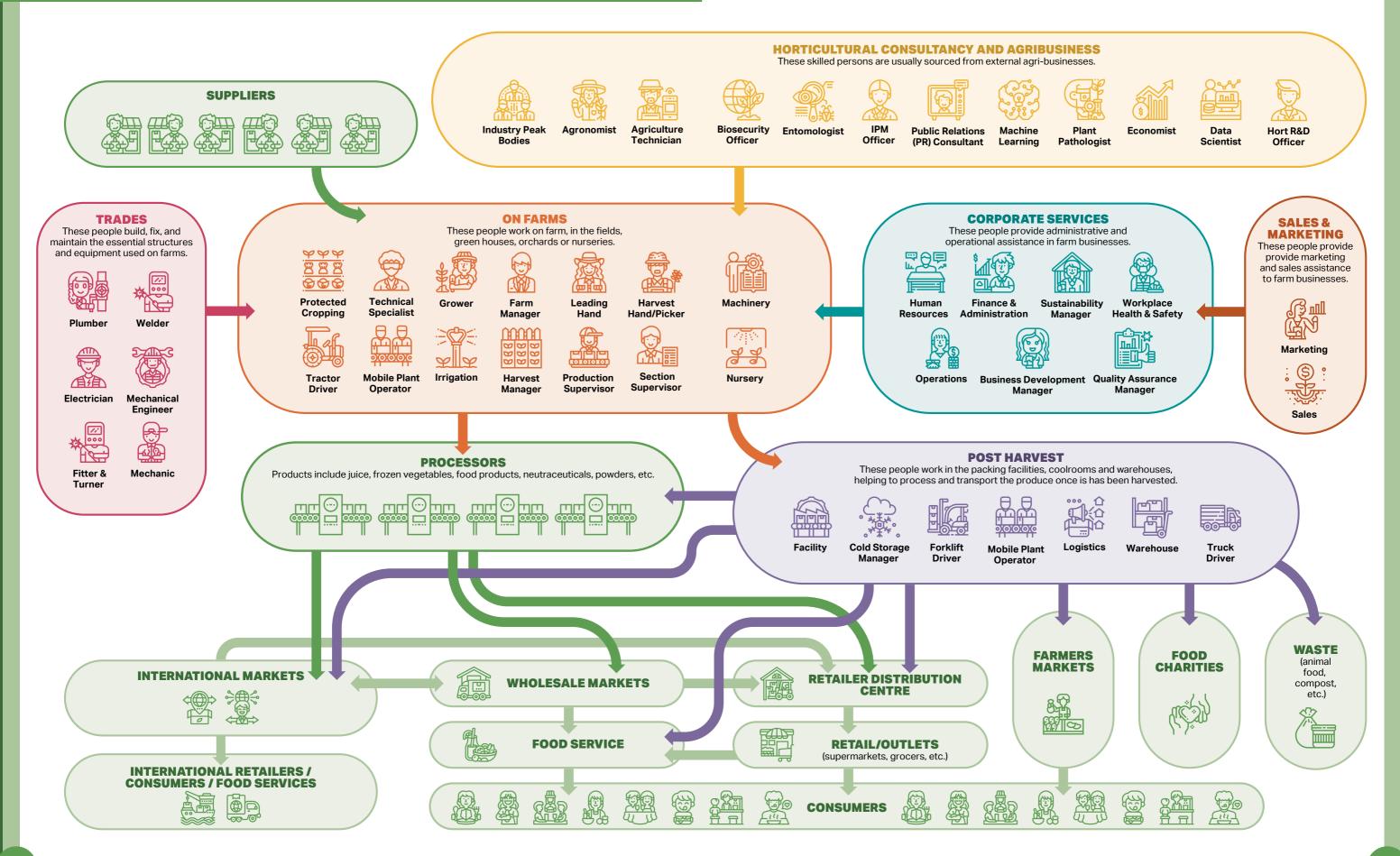
Parents can support their children by encouraging exploration and learning about the industry. Attend career fairs together, join a local community garden, and encourage participation in school horticulture clubs or gardening projects.

Encourage children to take holiday jobs such as harvesting and picking jobs. Providing access to resources and being open to discussing the various career options can help quide your child toward a fulfilling career in horticulture.

Is it possible to transition into horticulture from a different career later in life?

Yes, many people successfully transition into horticulture from other industries. The field offers opportunities for those with backgrounds in business, technology, environmental science, and more. Short courses, certifications, and on-the-job training can help ease the transition and provide the necessary skills. Related degrees such as science, sales, and marketing can transition over quite easily.

Careers in the Horticulture Supply Chain



Core Attributes

				Farm Manager	Problem solving, teamwork, communication, leadership, flexibility, decision making
	ATTENTION TO DETAIL Pay close attention to your work to identify	A	NETWORKING Be able to quickly build rapport with industry	Grower	Problem-solving, flexibility, time management, strong work ethic, leadership
	and diagnose issues correctly.		persons to help expand networks and knowledge base.	Harvest Hand/ Picker	Teamwork, attention to detail, strong work ethic
				Harvest Manager	Problem solving, communication, creative thinking, leadership, team work
	COLLABORATION Work within a team to complete daily tasks		PROACTIVE Quickly and seamlessly identify areas in need	Irrigation	Problem solving, time management, communication, teamwork
	and provide input to help improve work systems.		of assistance and help where possible.	Leading Hand	Attention to detail, flexibility, self motivated
	COMMUNICATION			Machinery	Attention to detail, time management, communication, leadership, problem solving, proactive
	Communicate clearly and concisely with stakeholders including growers, scientists,	န်ကုန် ကိုည်း	PROBLEM SOLVING Use creative and analytical thinking to find solutions.	Mobile Plant Operator	Proactive, teamwork, communication, strong work ethic
	and farm managers.			Nursery	Attention to detail, time management, collaboration, teamwork, strong work ethic, leadership
	CREATIVE THINKING		SELF-MOTIVATED	Production Supervisor	Time management, decision making, strong work ethic, leadership
- .	Explore, experiment, develop, and implement more efficient systems or equipment.		Many tasks are completed independently, so is important to be able to motivate yourself.	Protected Cropping	Problem solving, critical thinking, teamwork, creative thinking
-				Section Manager	Decision making, communication, leadership
	CRITICAL THINKING Have a deep understanding of relevant		STRONG RECORD KEEPING	Fitter & Turner	Attention to detail, problem solving, time management, critical thinking
	processes to be able to analyse and make effective changes.		Take detailed notes on daily activities to assist with future operations and improvements.	Electrician	Attention to detail, time management, critical thinking, strong record keeping
-				Plumber	Problem solving, attention to detail, time management
	DECISION MAKING Quickly find the best solution		STRONG WORK ETHIC	Welder	Attention to detail, problem solving, teamwork
	ensure production runs as efficiently as possible.		Complete tasks on time and to the highest standard.	Mechanical Engineer	Flexibility, problem solving, time management
		_		Mechanic	Problem solving, teamwork, attention to detail
	FLEXIBILITY		TEAMWORK	Cold Storage Manager	Flexibility, problem solving, time management, teamwork
	Move smoothly between priority tasks.	.*.	Work collaboratively with growers, industry, and government.	Facility	Attention to detail, flexibility, communication, leadership, decision making
				Logistics	Attention to detail, time management, problem solving, communication
	LEADERSHIP Coordinate a team through daily activities and		TIME MANAGEMENT Balance multiple tasks at once and ensure	Forklift Driver	Attention to detail, teamwork, time management
	help to teach them the relevant skills.		they are completed in a timely manner.	Truck Driver	Attention to detail, time management,

PROFESSION

Farm Manager

CORE ATTRIBUTES

problem solving

Problem solving, teamwork,

6

PROFESSION	CORE ATTRIBUTES
Warehouse	Attention to detail, time management, teamwork
Business Development Manager	Communication, problem solving, teamwork, networking, decision making
Finance & Administration Manager	Attention to detail, time management, problem solving, communication, strong record keeping
Human Resources Manager	Communication, teamwork, decision making, leadership
Occupational/ Workplace Health and Safety	Attention to detail, communication, leadership
Operations Manager	Attention to detail, communication, leadership, problem solving, time management
Quality Assurance	Attention to detail, time management, communication, record keeping
Sustainability Manager	Problem solving, attention to detail, critical thinking, collaboration
Marketing Manager	Time management, networking, communication, creative thinking
Sales – Export & Domestic	Critical thinking, networking, communication, problem solving
Agronomist	Attention to detail, flexibility, time management, proactive, collaboration
Agriculture Technician	Attention to detail, flexibility, time management
Biosecurity Officer	Attention to detail, problem solving, time management, communication, creative thinking
Data Scientist	Attention to detail, problem solving, critical thinking, strong record keeping
Economist	Problem solving, critical thinking, attention to detail, decision making, communication
Entomologist	Problem solving, time management, critical thinking
Horticulture Research & Development Officer	Problem solving, time management, networking, communication
Integrated Pest Management (IPM) Officer	Attention to detail, critical thinking, problem solving, collaboration
Machine Learning	Problem solving, critical thinking, attention to detail, decision making, communication
Plant Pathologist	Problem solving, critical thinking, attention to detail, strong record keeping
Public Relations Consultant	Communication, networking, creative thinking, collaboration

FARM MANAGER

A farm manager oversees all aspects of crop production, including soil preparation, irrigation, harvesting, and post-harvest processes.

They manage farm staff, equipment, and

Wantto know more?

Core Tasks:

- Develop and oversee farm production strategies
- > Plan crop planting, fertilisation, and pest control schedules.
- > Manage farm operations, staff, and resources.
- > Oversee harvesting, storage, and transportation of produce.
- > Ensure compliance with health, safety, and environmental regulations.

Career Pathways:

This career can be pursued through on-the-job training and hands-on experience, as well as a more formal study pathways outlined below:

- > Diploma of Agriculture
- > Diploma of Agribusiness Management
- > Diploma of Horticulture
- > Certificate III in Production Horticulture



GROWER

Growers oversee the entire cropping process, from soil preparation and irrigation to planting, harvesting, and packaging.

They ensure the health and quality of crops by managing fertilization, pest control, and disease prevention. This role requires a strong understanding of market trends and business management to plan crop production efficiently.

Core Tasks:

- > Plan and coordinate crop production from soil preparation to harvest.
- > Select and plant seeds, seedlings, and graft new plant varieties.
- > Maintain crop production by pruning, de-budding, and optimizing growing conditions.
- > Oversee harvesting, grading, and packaging of produce.
- Manage farm operations, including pest control, irrigation, and equipment maintenance.

Career Pathways:

This career can be pursued through onthe-job training and hands-on experience, as well as a more formal study pathways outlined below:

- Diploma of Horticulture
- Advanced Diploma of Horticulture
- > Certificate III in Horticulture
- Diploma of Applied Agronomy





HARVEST HAND/ PICKER

A harvest hand plays a crucial role in gathering crops, ensuring produce is picked, graded, and packed according to quality standards.

This seasonal position can provide a pathway into full-time farming roles. Harvest hands work with manual and mechanical harvesting methods and assist with farm maintenance.

Core Tasks:

- > Harvest produce using hand-picking and machinery.
- Sort, grade, and pack produce for storage or transportation.
- > Maintain and clean farming infrastructure and equipment
- > Operate and monitor irrigation and farm technology systems.
- Assist with pest and disease control measures.





HARVEST MANAGER

Harvest managers oversee crop production, from seeding to harvest and processing.

Want to

know more?

They ensure efficient farm operations, liaise with business partners, and maintain quality assurance standards. This role involves both hands-on farming and management responsibilities.



- > Manage planting, irrigation, and crop nutrition.
- Supervise staff and daily farm operations.
- > Ensure compliance with food safety and quality standards.
- Coordinate harvesting, packaging, and transportation.
- Develop and implement efficient farm processes.

Career Pathways:

This career can be pursued through on-the-job training and hands-on experience, as well as a more formal study pathways outlined below:

- Diploma of Horticulture
- Diploma of Production Horticulture
- Certificate III in Horticulture
- Certificate IV in Leadership and Management

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Rhythm of the Harvest



Can you tell us a little about yourself?

I never set out to be in agriculturefate had other plans. What began as a mere chance turned into a relentless pursuit of knowledge, taking me across borders and through the ever-evolving landscapes of modern farming. From the controllable farming to raw

unpredictability of open fields, I've learned to master both worlds. Now, as a Harvest Manager, I don't just grow crops-I command the rhythm of the harvest, ensuring every leaf reaches to its full potential. In this world, timing is everything, and I make sure we never miss a beat

What does your role as Harvest Manager entail?

I take full accountability for all leaf and herb crops, overseeing every stage from planting to harvest. I develop and implement hand-harvest plans that maximise efficiency and meet sales orders for crops like iceberg and cos lettuce. I coordinate and manage harvest teams and seasonal staff, ensuring effective execution of tasks while monitoring crop forecasts, yields, and quality metrics. I collaborate closely with QA, factory managers, and agronomists to maintain crop health and adhere to safety and quality standards. I also manage budgets, adopt innovative practices, and promptly escalate issues to ensure a consistent supply.

With Harvest Manager Vishnu Gaddy

What was your career progression like?

I always had a passion for science and once envisioned a future in medicine. But fate led me into agriculturenot by choice, but by chance. What started as an unexpected path soon turned into a deep fascination. During my bachelor's, I became captivated by agricultural technology and its evolving systems.

My curiosity extended beyond borders, driving me to explore global agricultural practices. This pursuit led me abroad, where I worked as a grower in a hydroponic glasshouse, mastering Priva systems and gaining handson experience in pest and disease management.

Yet, I felt a growing urge to push beyond controlled environments and into openfield agriculture—where nature dictates the rules. Determined to expand my expertise, I embraced the challenges of large-scale farming, seeking to adapt, innovate, and contribute to the future of agriculture. My journey is one of continuous learning, evolution, and a relentless pursuit of knowledge.

Do you enjoy working in the horticulture industry?

At first, it wasn't about love or passion, but about embracing the challenge. Over time, I learned to give my all, adapting, growing, and pushing limits. Transitioning from glasshouse to open fields tested me, but I saw it as evolution, not struggle. Managing people? A battlefield of its own, but one that sharpened my resilience.

This industry doesn't just teach farmingit forges independence, grit, and unwavering determination. The journey is tough, but I know I'm on the right path, striving to master every challenge thrown my way.

Core Roles:

- Irrigationist
- Irrigation Manager
- Irrigation Designer
- Irrigation Assistant
- Fertigation

Key Tasks Across Roles:

- Designing and managing irrigation systems.
- Selecting appropriate irrigation and pumping systems based on specific needs.
- Supervising the installation and maintenance of irrigation systems.
- Monitoring crops' water and nutritional needs to prevent over or under-watering.
- > Exploring new technologies to improve efficiency in irrigation.

Career Pathways:

This career can be pursued through on-the-job training and hands-on experience, as well as a more formal study pathways outlined below:

- Certificate III in Horticulture
- Certificate IV in Irrigation Management
- Advanced Diploma of Horticulture
- Certificate III in Irrigation Technology

IRRIGATION

Irrigation is an essential part of modern horticulture, ensuring crops receive the right amount of water and nutrients to thrive.

Professionals in this field design, manage, and maintain effective irrigation systems, without which crop yields can suffer, affecting the entire agricultural supply chain. Professionals in irrigation help ensure optimal plant growth, contributing to food security and efficient resource use.



Q&A A CARLES AND A CARLES AND AND A CARLES AND A C Between the Strawberry Rows

With Irrigationist **Arman Berkett-Saleh**

What is your role and what does your job entail?

My main role in irrigation and nutrition is looking after all the strawberry plants to make sure they produce the best strawberries we can, which means making sure the plants are not stressed out, underwatered, or overwatered, and are getting fed correctly.

What are some misconceptions about working in horticulture?

I think people need to look away from that stigma that working in horticulture is just hard, back-breaking work. We have the technology now, and we are continuously trying to improve to make it easier for everybody to work.

Arman Berkett-Saleh

- > Business: Stothart Family Farms
- > Location: Bellmere, Queensland
- > Produce: Strawberries

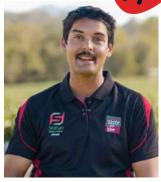




What was your journey into horticulture?

I started my career in mining after completing a degree in Geology. I transitioned into horticulture because it gave me the opportunity to be outside and to grow something. Being able to see the results of the hard work that you put in and then to enter the back end of the season knowing that I contributed to the performance of this farm is rewarding.

Why do you do what you do? It's amazing to see how a strawberry can progress from a little plant at the start of the season to producing berries. We take heart in the response from people who have eaten our fruit saying how fantastic it is. It's what we strive for - keeping the consumer happy by providing a great strawberry for them to eat.



What advice do you have for a young person thinking about starting a career in horticulture?

There are two main pathways: starting work directly on 7 a farm to gain hands-on experience or pursuing further studies in specific areas of interest in horticulture through TAFE or universities. Although these are two very different pathways, both provide the same opportunities.





LEADING HAND

Farm assistants support various agricultural operations, working across planting, irrigation, harvesting, and equipment maintenance.

They perform routine farm tasks year-round, often outdoors, and assist with pest and disease control, crop management, and basic machinery operation.

Agriculture role offers excellent hands-on experience for those looking to enter the horticulture industry. With experience and dedication, workers can progress from a Harvest Hand or Picker to a Leading Hand, taking on more responsibility in supervising teams and coordinating farm operations.

Core Tasks:

- > Assist with planting, watering, and fertilising crops.
- Operate basic farm machinery such as tractors and irrigation systems.
- > Help with pest and disease management, including spraying.
- Maintain and clean farm infrastructure, including fences and sheds.
- > Support harvesting, grading, and packing of produce.

Career Pathways:

This career can be pursued through on-the-job training and hands-on experience, as well as a more formal study pathways outlined below:

- > Certificate I in Horticulture
- Certificate II in Horticulture
- > Certificate II in Production Horticulture
- Certificate III in Agriculture

MACHINERY

Specialising in agricultural machinery involves operating, maintaining, and repairing essential equipment used in crop production, processing, and transportation.

This field offers a dynamic work environment, combining handson technical work with equipment management to ensure efficiency, safety, and productivity in farming operations.

Wantto

know more?

Core Roles:

- Machinery Manager
- Machinery Supervisor
- Machinery Assistant
- Ag Technician

Key Tasks Across Roles:

- Manage and maintain agricultural machinery for optimal performance and safety.
- Diagnose and repair faults in engines, transmissions, and mechanical components.
- Develop maintenance schedules and respond to machinery breakdowns.
- Operate and oversee the use of tractors, harvesters, and processing equipment.
- Train staff on machinery operation, maintenance, and safety protocols.

Career Pathways:

This career can be pursued through on-thejob training and hands-on experience, as well as a more formal study pathways outlined below:

- Certificate IV in Automotive Management
- Production Horticulture Machinery Skill Set
- Certificate III in Engineering Mechanical Trade

 Certificate III in Agricultural Mechanical Technology



NOBILE PLANT OPERATOR

Mobile plant operators handle a range of heavy machinery used in farming and post-harvest activities.

They operate tractors, forklifts, and harvesters, ensuring efficient movement and handling of produce. This role requires technical skills and an understanding of agricultural machinery.

Core Tasks:

- Operate tractors, harvesters, and other farm machinery.
- Adjust and maintain equipment for planting and harvesting operations.

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15

- Transport produce and materials within the farm or processing facility.
- Handle farm chemicals and irrigation systems.
- Perform basic repairs and preventative maintenance on machinery.

Career Pathways:

This career can be pursued through on-the-job training and hands-on experience, as well as a more formal study pathways outlined below:

- Certificate II in Process Manufacturing
- Certificate II in Supply Chain Operations
- > Certificate III in Rural Operations
- Certificate III in Agricultural Mechanical Technology
- Certificate III in Mobile Plant Technology

What is a nursery?

A nursery is a facility where young plants are propagated and nurtured until they are ready for planting in the field or for sale. Nurseries supply a wide range of plants to farms, landscapers, retailers, and restoration projects.

Core Tasks:

- > Prepare soil, plant seeds, and monitor seedling growth.
- Maintain optimal irrigation, nutrition, and pest control programs.
- Apply sprays for pest and disease management.
- Pack and dispatch plants for delivery.
- > Keep records of plant health, soil conditions, and production.

Career Pathways:

This career can be pursued through on-the-job training and hands-on experience, as well as a more formal study pathways outlined below:

- Diploma of Nursery Management
- Certificate III in Nursery Operations
- > Certificate III in Horticulture
- Diploma of Production Nursery Management

NURSERY

Nursery workers cultivate plants in controlled environments, ensuring they grow into healthy seedlings for farms and gardens.

They monitor plant health, manage watering and fertilization, and prevent pests and diseases. Senior nursery staff oversee logistics, customer orders, and team management.

Andrew Creighton, Boomaroo Nurseries, Head Grower

Wantto

know more?

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PRODUCTION

SUPERVISOR

Production supervisors oversee daily farming operations, ensuring efficient planting, irrigation, and pest management.

They implement integrated pest and disease control programs and monitor plant nutrition. This role involves both hands-on work and supervision of farm teams.

Core Tasks:

- > Monitor and maintain crop health, pest control, and soil management.
- > Oversee irrigation and fertilization programs.
- > Manage farm staff and daily farming activities.
- > Ensure compliance with quality control and food safety regulations.
- > Operate and maintain farm machinery and equipment.

Career Pathways:

This career can be pursued through on-the-job training and handson experience, as well as a more formal study pathways outlined below:

- Certificate III in Production Horticulture
- Certificate III in Horticulture
- Diploma of Production Horticulture
- > Diploma of Horticulture





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What is Protected Cropping?

plants in controlled environments like greenhouses, tunnels, or covered

These places protect plants from By managing conditions such as temperature, light, and water more precisely, farmers can produce better and more crops.

Protected cropping growers manage greenhouse operations, optimizing conditions for yearround crop production.

They control irrigation, temperature, and lighting to maximize yields while reducing pests and disease exposure.

Core Tasks:

- Design and manage greenhouse planting schedules.
- Monitor irrigation, temperature, and ventilation systems.
- Implement integrated pest and disease management strategies.
- Oversee harvesting, grading, and packaging.
- Manage business planning and staff training.

Career Pathways:

This career can be pursued through on-the-job training and hands-on experience, as well as a more formal study pathways outlined below:

- > Certificate II in Protected Horticulture
- Certificate III in Protected Horticulture
- Certificate IV in Production Horticulture
- Diploma of Horticulture





Core Tasks:

- Supervise teams in harvesting, packing, or processing operations.
- Train workers and ensure compliance with safety and hygiene guidelines.
- Coordinate with agronomists and farm managers.
- Oversee machinery use, repairs, and daily farm activities
- Ensure accurate recordkeeping and reporting.

Career Pathways:

This career can be pursued through on-the-job training and hands-on experience, as well as a more formal study pathways outlined below:

- > Production Horticulture Supervisor Skill Set
- Diploma of Horticulture
- Certificate III in Horticulture
- Certificate III in Production Horticulture





SECTION SUPERVISOR

Section supervisors oversee teams working in specific areas of a horticulture facility, such as fields, greenhouses, or packing sheds.

They ensure tasks are completed efficiently, coordinate workflow, and enforce safety standards.

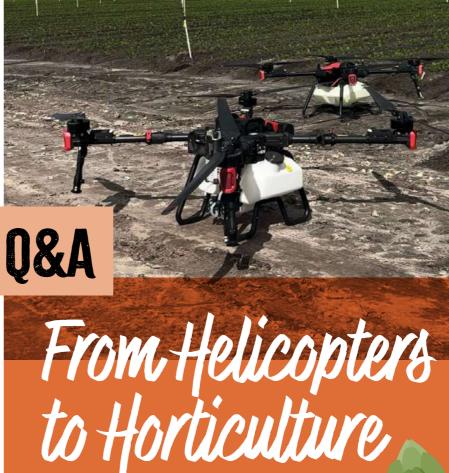


TECHNICAL SPECIALISTS

Technical specialists in horticulture play a critical role in integrating cutting-edge agricultural technology (AgTech) into farming operations.

As every farm has unique needs, new roles are constantly emerging to support innovative solutions tailored to specific challenges. From precision agriculture tools like drones and laser weeders to advanced irrigation systems and sensor technology, technical specialists help





With Danny Rickard

Danny Kickard

- > Business: Schreurs & Sons
- > Location: Clyde, Victoria
- > Produce: Celery, leeks, baby leaf

How did you first become interested in horticulture?

I've been involved in various types of farming since I left school. In 2009, I earned my commercial helicopter license and spent over ten years as an agricultural pilot. Many of my clients were vegetable growers, including Schreurs & Sons, where we transitioned to drone technology two years ago.

growers adopt and optimise these technologies. Their expertise spans a wide range of fields, including automation, robotics, remote sensing, and data analytics, making them essential in improving efficiency, sustainability, and productivity in modern horticulture.





What is a typical work day like for you as a UAV Pilot?

A typical day starts with checking the weather conditions, usually one to two days in advance, to ensure they are suitable for spraying. I also make sure all necessary chemicals are on hand and determine which ones will be applied to different crops. The day before a job, we map out each block using GPS to maximise efficiency and avoid wasting valuable time on the day of application.

How common is drone usage on Australian farms at the moment? Drone usage on farms is expanding

rapidly. Over the past two years, carrying capacity has doubled, leading to increased pump output and faster application speeds. As technology continues to advance, I expect drone adoption in agriculture to keep growing.

Can you share a memorable project or experience you've batt

One of the most rewarding H experiences was implementing new, unproven drone technology into large-scale intensive spray programs. Demonstrating the value of drones in horticultural practices has been an exciting and transformative journey.

What advice would you give to someone considering a career i someone considering a career in this industry?

Horticulture offers a variety of roles suitable for people who enjoy working outdoors and contributing to the production of food for families worldwide. The industry embraces innovative technology and continuously strives for improvement. If you're considering a career in horticulture, don't be afraid to give it a try!



FITTER & TURNER

Fitters and turners fabricate, assemble, and repair machinery and metal structures used in horticultural operations.

They work with farm equipment, irrigation systems, and processing facilities to ensure smooth production processes.

Core Tasks:

- Weld and fabricate metal components for machinery and structures.
- Repair and replace worn or damaged parts in farm equipment.
- Maintain hydraulic and pneumatic systems.
- Perform safety checks and quality inspections on welded components.
- Keep records of maintenance and fabrication tasks.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- Certificate III in Engineering Mechanical Trade
- Certificate III in Engineering Fabrication Trade
- Certificate IV in Engineering
- Diploma of Engineering Technology



ELECTRICIAN

Electricians install, repair, and maintain electrical systems in horticulture facilities.

They work on wiring, lighting, motor controls, and automation systems to keep equipment running efficiently.

Core Tasks:

- Install and repair electrical systems in farm buildings and processing facilities.
- Diagnose and fix electrical faults in motors, pumps, and production lines.
- Conduct routine maintenance on wiring, circuits, and control systems.
- Ensure compliance with electrical safety regulations.
- Maintain records of electrical work and system updates.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- Certificate III in Electrotechnology Electrician
- Certificate IV in Electrotechnology Systems Electrician
- Certificate III in Engineering Industrial Electrician
- > Diploma of Electrical Engineering



PLUMBER

Plumbing in horticulture is essential for maintaining water systems in packing facilities, cold storage areas, and properties with extensive infrastructure.

Plumbers ensure efficient water distribution, cooling, and air conditioning to support both plant production and facility operations. Their role includes installing, maintaining, and repairing water systems in new and existing facilities. They require skills in pipefitting, system maintenance, and technical plan reading, along with strong problem-solving abilities and knowledge of water conservation.

Core Tasks:

- Maintain and repair pumps, valves, and piping systems in packing and cold storage facilities.
- Install and service cooling and air conditioning systems, including cold water distribution.
- Identify and troubleshoot issues in water and refrigeration systems.
- Manage water efficiency and conservation strategies in large horticultural properties.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- Certificate III in Plumbing
- > Diploma of Water Operations
- Specialised courses in Irrigation and Water Management



CIUNS

WELDER

Welders ensure the repair, maintenance, and construction of machinery and infrastructure used across farms, nurseries, and processing facilities.

They play a key role in maintaining packing sheds, including packing equipment, distribution systems, and racking in cold storage areas.

As the industry increasingly relies on mechanisation and durable equipment, skilled welders are in high demand to maintain productivity and safety standards.

Welders need strong technical skills in welding techniques, attention to detail for precise work, problem-solving abilities to guickly address mechanical issues, and good communication to collaborate with staff and management.

Core Taaka:

- > Create and assemble metal parts for farm machinery, irrigation systems, and structural supports in greenhouses or nurseries.
- > Diagnose faults and perform repairs on a range of agricultural machinery and infrastructure to prevent downtime.
- > Work with farm managers and mechanical engineers to design and build custom machinery suited to specific horticultural needs.
- > Ensure all welding work adheres to safety standards and regulations, maintaining a secure environment for farm workers and equipment.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- > Certificate III in Engineering Fabrication Trade
- Certificate IV in Engineering

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> Advanced Diploma of Engineering



MECHANICAL ENGINEER

Mechanical engineers in horticulture design, maintain, and improve agricultural machinery and equipment.

They work closely with farm managers to enhance efficiency and implement innovative solutions.

Core Taaka:

- > Design and oversee installation of farm machinery and equipment.
- Improve efficiency of existing mechanical systems.
- Coordinate with farm operators to enhance workflows.
- Develop maintenance plans for long-term machinery performance.
- > Ensure compliance with engineering and safety standards.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- Advanced Diploma of Engineering
- > Certificate III in Agricultural Mechanical Technology
- Bachelor of Mechanical Engineering
- Diploma of Mechanical Engineering



MECHANIC

Mechanics in horticulture ensure farm machinery, vehicles, and processing equipment remain operational.

They conduct routine maintenance, repair breakdowns, and troubleshoot issues in mechanical and hydraulic systems.



With Maintenance Supervisor Antonio Fragnito

Antonio Fragnito

- > Business: Zerella Fresh
- > Location: Virginia, South Australia
- > Produce: Potatoes, carrots, onions

What does your job entail?

My job involves a combination of maintenance and upkeep of existing packing machines on the farm, as well as fabricating new machines. If there's a major project or expansion, I focus on new production builds. During guieter periods, I handle regular upkeep, breakdowns, and maintenance of all the farm's packing sheds. There's also a significant technology and automation aspect to the role, including programming and working with automated systems.

What led you to a career in horticulture?

I always enjoyed building things as a kid, but I wasn't the best student, so university was never my plan. I got my start through a family friend who owned a business building machinery for Zerella Fresh. I worked there during high school, loved it, and started an engineering career focused on machinery for horticulture. When that business closed, I transitioned directly to working for Zerella Fresh as part of their maintenance team.

Core Taaka:

- Diagnose and repair mechanical faults in farm vehicles and equipment.
- > Perform preventative maintenance on engines, transmissions, and hydraulics.
- > Maintain farm machinery such as harvesters, tractors, and pumps.
- > Order and install spare parts as needed.
- > Keep records of repairs and maintenance schedules.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- Certificate III in Engineering Mechanical Trade
- > Certificate III in Agricultural Mechanical Technology
- Certificate III in Automotive Diesel Engine Technology
- Certificate IV in Engineering



What do you find most rewarding about working in horticulture?

Working in horticulture gives you a strong H sense of purpose. Being far from the city, you rely on the people around you, and it fosters a close-knit, family-like work environment. You're not just a number; you're part of a team where everyone helps each other. That sense of connection and community is something many workplaces lack today.

What advice would you give to young people considering a trade or career in people considering a trade or career in a trade?

Schools often push university as the only Н option, but trades are just as valuable, if not more so. I was never great in a classroom, but working with my hands and problem-solving in real-world scenarios suited me perfectly. Plus, while many university students graduate with debt, I got paid while learning my trade. If you enjoy practical, hands-on work and want a meaningful career, a trade is an excellent choice.



Core Tasks:

- > Manage storage and transportation of perishable goods.
- > Monitor and regulate temperature controls in cold storage rooms.
- > Supervise warehouse staff and packing teams.
- Ensure compliance with food safety and quality standards.
- Maintain inventory records and optimise storage efficiency.

Career Pathways:



COLD STORAGE MANAGER

Cold storage managers oversee the proper handling and storage of perishable produce in temperaturecontrolled environments.

They ensure efficient inventory management and coordinate logistics for fresh produce distribution.

Courtney Thies, Pinata Farms

This career can be pursued through on-the-job training and hands-on experience, as well as a more formal study pathways outlined below:

- > Certificate III in Supply Chain Operations
- Certificate IV in Warehousing Operations
- Diploma of Logistics
- > Certificate IV in Supply Chain Operations



FACILITY OPERATIONS

Facility management involves overseeing the operations of processing or packing facilities, ensuring smooth workflow from production to storage and dispatch.

Professionals in this area manage teams, maintain equipment, and ensure compliance with safety and quality standards. Processing can be simple such as washing through to high care facilities which would process value-added ready-to-Wantto

eat salads, etc.

Key Roles:

- Facility Plant Manager
- Facility Supervisor

Key Tasks Across Roles:

- > Manage day-to-day operations of horticultural facilities, including production and storage areas.
- > Ensure equipment and machinery are operating efficiently and safely.
- Coordinate teams to maintain facility operations and meet production targets.
- > Implement and enforce health, safety, and quality standards.
- Oversee procurement and maintenance of facility equipment and supplies.
- > Maintain accurate records and ensure traceability of products.

Career Pathways:

This career can be pursued through on-the-job training and hands-on experience, as well as a more formal study pathways outlined below:

- > Certificate III in Supply Chain Operations
- Certificate IV in Supply Chain Operations
- > Diploma of Competitive Systems and Practices
- > Advanced Diploma of Agribusiness Management
- > Certificate IV in Food Processing



Amongst the spuds

Q&A

With Facility Supervisor, Jordon Kleesh

What is your role at Red Gem Potatoes and what does it involve? At Red Gem, I work on the packing side of the business. After we receive the freshly harvested potatoes into our packhouse, we prepare and package them, so they are ready to be sent out to our customers quite quickly.

What does a typical day look like for you?

A My day typically starts with a production team meeting early in the morning to determine what our orders are for that day and the day after and making sure we have got enough product coming in for us to package and send out.

From there, we set up the lines where we prepare the pallets, unload the potatoes from the truck, and begin packaging. It is important to keeping track of timelines, pallet movement, people movement and make sure the lines are operating correctly and not overflowing.

How did your journey into horticulture begin?

When I was 16, I began working at Red Gem as a casual employee where I would fold crates and help with packing and other general factory duties.

After a year, I left to try something else. While I was at school, I was studying sports science and then I came back to work at Red Gem for a year and a half where I did inventory, quality assurance and more general factory duties and light forklift duties. From there, I left to do my carpentry apprenticeship that I had finished just as the COVID-19 pandemic started which impacted my carpentry career, but luckily enough – as a result from my prior work experiences at Red Gem – I was able to find work again with the team doing casual forklift driving.

What began as casual work ended up being full-time work again, and I found the opportunity to progress through the business to where I am today. Why do you do what you do? II

A love my job as every day is different. One day l could be working on the factory floor or in sales or be up at the farm for a week helping that team, to then come back to the packing shed. If you've got the dedication to the industry, I find it tends to give back to you because employers notice and reward effort.

Jordon Kleesh

- Job: Facility Supervisor/ Production Assistant/Sales
- > Business: Red Gem Potatoes
- Location: Nar Nar Goon, (Gippsland) Victoria
- > Produce: Potatoes and brown onions

LOGISTICS

Professional working in logistics oversee the movement of fresh produce from farms to markets.

They coordinate logistics, manage transport teams, and ensure efficient inventory control.

Core Tasks:

- Manage logistics and transportation of produce.
- Oversee warehouse operations and stock control.
- Ensure compliance with food safety and delivery regulations.
- Coordinate with suppliers, drivers, and buyers.
- Optimise supply chain efficiency.

Career Pathways:

This career can be pursued through on-the-job training and hands-on experience, as well as a more formal study pathways outlined below:

- Diploma of Logistics
- Certificate IV in Supply Chain Operations
- Diploma of Leadership and Management
- Certificate IV in Warehousing Operations





Core Tasks:

- > Load and unload trucks and storage areas.
- Operate forklifts safely in confined spaces.
- Follow inventory tracking and documentation protocols.
- Maintain forklift and conduct safety checks.
- Assist with warehouse operations and packing.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- Certificate II in Supply Chain Operations
- Forklift License (High-Risk Work) License)
- Certificate III in Logistics
- Certificate III in Warehousing Operations



FORKLIFT DRIVER

Forklift drivers transport and stack produce in warehouses and loading docks.

They ensure timely loading and unloading of goods for shipment and storage.



TRUCK DRIVER

Truck drivers transport fresh produce from farms to markets, distribution centres, and supermarkets.

They ensure timely deliveries while maintaining cold chain management.

Core Tasks:

- > Drive trucks to transport produce across short and long distances.
- Load and unload produce using lifting equipment.
- Maintain temperature-controlled transport conditions.
- Conduct safety checks and maintenance on vehicles.
- Maintain delivery records and comply with transport regulations.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- Certificate III in Driving Operations
- Heavy Vehicle License
- Certificate II in Supply Chain Operations
- Diploma of Logistics

With Jason Hsu **& Ashley Zhang**

0&A

Can you describe your job titles and what you do?

Ashley Zhang, Premium Fresh Tasmania

Jason: I work as a forklift driver and a machine operator.

Ashley: I have multiple roles. I print tickets for every department in the processing room, and after that I move to the onion section, where I work as a grader and sometimes operate the onion packing line machine.

You're on a working holiday as backpackers. What inspired you to choose Australia?

Jason: We wanted to experience a different way of life. Some of our friends had already done working holidays in Australia, and they told us it's a great way to meet people from all over the world. That really made us interested in coming here.

My friend told me that on a working holiday, you can make lots of new friends and experience different cultures and environments. That's why we chose Australia. This is our third year on a working holiday, and we've made so many friends from different countries-Argentina, Korea, Japan, Spain, France, and even from South America and the U.S.

- Ashley Zhang > Business: Premium Fresh
- > Location: Forth, Tasmania
- > Produce: Onions, carrots, etc.

Jason Hou &

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From Taiwan to Tasmania

Can you describe your typical?

Ashley: It depends on our customers' orders. Our main customers are supermarkets, and various domestic customers, and their orders change daily. We check the orders, decide which onions to use, and then start grading and packing.

Jason: Yes, different customers have different product standards, so we have to adjust accordingly.

Your friends recommended the backpacker experience to you. Would you recommend it to others?

Jason: Absolutely! We would definitely recommend Australia to our friends. You can learn so many new things, experience different cultures, and meet people from all over the world.



WAREHOUSE

Warehouse packers sort, label, and package fresh produce for delivery.

They work in processing facilities, ensuring quality control and efficient handling of goods.

Core Tasks:

- > Pack and label produce according to customer orders.
- > Operate packaging machinery and quality control systems.

Wantto

know more?

- Maintain stock records and manage inventory rotation.
- Operate forklifts and warehouse equipment.
- > Ensure safe handling and storage of perishable goods.

Career Pathways:

This career can be pursued through on-the-job training and hands-on experience, as well as a more formal study pathways outlined below:

- > Certificate I in Supply Chain Operations
- > Certificate II in Food Processing
- Certificate III in Warehousing Operations
- > Certificate IV in Logistics

Daniel Peliccia

Founder and CEO, **Rubens Technologies**



What is the most rewarding part of working in horticulture?

I think it's interacting with people. In this industry, people are authentic, passionate about what they do. You know you don't see that everywhere, so this is definitely a rewarding part of the job.

Q&A

Why pursue a career in horticulture?

Harriet Watson

PR Consultant, Porter Novelli

What is the most rewarding part of working in agriculture? I think the people are the

biggest perk.

When you meet people in agriculture, they're transparent. This is what we're up to, this is what we're doing. No one's keeping secrets. We're all working together towards the same goal, feeding everyone, which makes it the most rewarding thing about working in agriculture.

In my experience with industry, everyone is extremely giving. Most people want you to learn and they want you to succeed. Which is lovely, because it's so scary sitting there and being like, "Oh my God, I don't know how to do the basics". So, it's so nice to have these mentors in the business, which is definitely wide spread throughout industry.



Supply Chain Manager, **Moffatt Fresh Produce**

What is the most rewarding part of working in horticulture?

Whilst it's immensely challenging at times it's also very rewarding to be able to see physical representation of your hard work in the final product.

Being able to see the crop grow and develop, to being harvested and then being packed in the shed.

Being able to go to the shop and actually see the produce that we've supplied, and knowing all of the steps it took to get to there

To be able to take produce to your family and friends and say, "Look what I got from the farm." I don't think there is any better feeling than knowing that in some way you've contributed to that.



Daniel Peliccia



Tırza Winarta

Tirza Winarta

Agriculture Economist, Department of Agriculture, **Fisheries and Forestry**

What advice would you give to someone looking to start a career in the industry?

Just try it.

7 I feel like you never know what you like and what you don't like until you try it, so any experience is good experience. Even if you don't like it, that means that you know you don't like it, so you can move on and be in a different industry.

And agriculture is so big. So move to another commodity. I think there's also a lot of transferable skills that could be applied to different commodities as well.



BUSINESS DEVELOPMENT MANAGER

A business development manager in horticulture focuses on identifying growth opportunities, building partnerships, and diversifying revenue streams.



They work closely with growers, suppliers, and retailers to expand market reach, introduce new products, and optimise sales strategies. Their role is critical in driving business expansion and ensuring long-term profitability.

These professionals analyse market trends, assess business performance, and develop strategies to enhance competitiveness. They negotiate contracts, establish distribution channels, and explore innovative business models. By leveraging industry insights, they help horticulture businesses adapt to changing market demands and capitalise on new opportunities.

Core Tasks:

- Identify and develop new business opportunities within the horticulture sector.
- Build and maintain relationships with clients, suppliers, and key stakeholders.
- Analyse market trends and consumer demand to drive business expansion.
- Develop and implement strategies to diversify product lines and revenue streams.
- Negotiate contracts and manage partnerships to enhance profitability.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- > Diploma of Business Development
- Advanced Diploma of Agribusiness Management
- Bachelor of Business (Agribusiness)
- > Certificate IV in Leadership and Management

With Business Manager **Ruby Daly**

to Spirits

How did your journey start?

0&A

From

A lifett college when I was 17 because I didn't really enjoy what I was doing, and I was quite creative, so I needed a creative outlet. So I went into the beauty industry.

That's when my parents said that they were thinking of setting up a distillery, and I knew that that was something I definitely wanted to come back to the farm for. I was never coming home to the farm for potatoes. So I applied for the job, just like every other job applicant.

They thought I was a bit young, I was 21 at the time, and they wanted a little bit more life experience, which in hindsight is probably fair. But I came back and helped set up the distillery from the ground up and have been here for nearly 10 years now. What is the most rewarding part of working in horticulture?

Rudy Daly

- Business: Daly Farms and Hellfire Bluff Distillery
- Location: Boomer Bay, Tasmania
- > Produce: Potatoes

A I think it's seeing the results that we've put in every single day and growing the business. I think sometimes we don't celebrate the wins because there is a lot more losses sometimes.

I think when you have a win, you have a really big win and I think it's important that we keep pushing this industry forward for the next generation.

Me and my siblings, who are in the farm, have a strong view that we're just gatekeepers for the next generation and I hope that we grow it enough that there's enough for them all to come back and enjoy as well.



What advice would you give to young people considering a career in horticulture?

Take a look at it and don't just dismiss it as a farmer's job. I think there is so many avenues within this industry. It doesn't matter what you're interested in. We can find that avenue for you to work within this industry.

I also think we need to change the way we present it. Because the way it was presented to me is that, you're a farmer and you're doing all this hard work, which, yes, there is that part, but there's also so many more avenues and so many more exciting parts to it.

There is so many opportunities to grow and to be a part of a business that you may never have thought of. I've travelled all around the world as part of this industry, I've been to some really amazing places: to Norway, Sweden, Denmark. You just don't think you get to go to those places if you're in this industry. I think if that's something that you want to do, there's plenty of areas that you can go and travel around the world in this industry.



FINANCE & ADMINISTRATION

Finance and administration are essential to the smooth operation and long-term success of horticultural businesses.

This side of the industry covers financial management, budgeting, payroll, compliance, and overall business administration. Effective financial oversight ensures profitability, sustainability, and strategic growth, while strong administrative processes keep operations running efficiently. From handling supplier payments and government reporting to managing business logistics and workforce coordination, professionals in this area play a vital role in keeping horticultural enterprises financially stable and well-organised.

Core Tasks:

- > Manage financial records, budgeting, and cost control to ensure business profitability.
- > Oversee payroll, invoicing, and supplier payments for smooth financial operations.
- Ensure compliance with government regulations, tax requirements, and industry standards.
- > Handle business administration tasks, including workforce coordination and record-keeping.
- > Support strategic planning and decision-making through financial analysis and reporting.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- Diploma of Business Administration
- Bachelor of Accounting or Finance
- Graduate Certificate in Agribusiness Management
- > Specialized courses in Financial Management and Business Operations

HUMAN RESOURCE MANAGER

A human resource manager is responsible for overseeing the hiring, administration, training and development of staff.

They also look after upskilling to achieve personal and company goals.

Core Taaka:

- Implementing human resource management strategies to meet business needs.
- Advising managers in recruitment and selection practices, and development programs.
- Representing the organisation in negotiations to determine remuneration and other conditions of employment.
- Developing and implementing occupational health and safety and equal employment opportunity programs.
- > Overseeing the application of redundancy and retrenchment policies.
- Monitoring employment costs and productivity.
- > Training managers in personnel and workplace relations matters.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- > Diploma of Human Resource Management
- > Bachelor of Business (Human Resource Management)
- Graduate Certificate in Employment **Relations or Organisational** Development
- Master's in Human Resource Management or Workplace Relations

OCCUPATIONAL/ WORKPLACE **HEALTH & SAFETY**

Creating a safe work environment for employees is a high priority in the horticulture sector.

> Health and safety managers and officers ensure procedures, equipment and personal protective wear is up to standard.

> > They will regularly conduct audits to ensure businesses adhere to government and industry standards.







- Implement prevention programs and strategies for communicable diseases, food safety, wastewater treatment and disposal systems, recreation and domestic water quality, and contaminated and hazardous substances to improve health outcomes.
- > Undertake an audit of facilities to ensure compliance with government and industry standards.
- > Examine equipment specifications, and test machines, equipment, and clothing to ensure compliance with safety standards and serviceability.
- > Ensure the correct personal protective equipment is used.
- > Record and investigate incidences in the workplace
- > Conduct tests in work areas to detect toxic fumes, explosive gas-air mixtures, and other work hazards.
- Conduct safety meetings and deliver safety training that is role specific.

Career Pathways:

This career can be pursued through on-the-job training and hands-on experience, as well as a more formal study pathways outlined below:

- Advanced Diploma of Work Health and Safety.
- Certificate III in Work Health and Safety.
- > Certificate IV in Work Health in Safety.
- > Diploma of Work Health and Safety.





Core Skills:

- > Work with company executives to develop and monitor production strategies, policies, and plans.
- > Plan details of production activities in terms of output quality, quantity, cost, time, and labour requirements.
- Monitor production outputs and costs and adjust processes to minimise costs.
- Communicate and collaborate with other managers.
- > Research new and alternative production methods.
- > Control preparation of production records and reports.
- Oversee implementation of occupational health and safety requirements.
- Oversee staff activities and performance.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- > Advanced Diploma of Agribusiness Management
- Diploma of Agribusiness Management

OPERATIONS

An operations manager oversees a company's administration and overarching business practices.

Their goal is to maximise efficiency and streamline processes. It is important the operations manager works closely with the company executives including the finance manager to ensure the lowest operating cost and highest profit.



0&A



With Operations Manager Lauren Patane

Lauren Patane

- > Business: Patane Produce
- > Location: Mvalup, Western Australia
- > Produce: Carrots, potatoes, onions, broccoli

What does your job entail? I do whatever needs to be done. Some days, I am on a forklift, and other days, I am in the office doing administrative work. I oversee high-level quality assurance, manage the shed staff, and ensure that the sheds are operating as needed. My role involves overseeing multiple aspects of the operation.

lave you always been in this role on the farm, or did you start here and work your way up?

I started working here when I left 71 school over the summer holidays before starting university. Initially, I worked in reception, handling administrative tasks such as daily paperwork and stocktakes. It was mostly basic-level admin work.

While at university, I worked part-time as well. Since we are only an hour and a half from Perth, I would drive home and work two days a week, doing more administrative tasks, costings, and some quality assurance work.

When I first came home from university, I managed our broccoli packing shed, working there every day on a forklift. Over time, I gradually took on more responsibilities and got involved in different areas of the business. That is how I ended up in my current role-I just kept taking on more and more tasks.

What advice would you give to young people who are considering a career in horticulture?



It sounds simple, but do not be afraid to jump in.

I know so many horticultural businesses are looking for young people who want to work.

If you have a strong work ethic, are interested in learning, and are willing to put in the effort, just put your hand up.

Most businesses would welcome you with open arms and say, "Come on in."

I have a university degree, but you definitely do not need one. There are so many training opportunities available, including on-the-job training, internships, traineeships, and apprenticeships. You can gain all the skills you need within a horticultural business.

Additionally, whatever career path you want to take, you can find a role for it in horticulture. There are opportunities in accounting, marketing, sales, mechanical work, and many other areas.

As I mentioned before, my different roles over the years have allowed me to learn a little bit of everything, and that experience has led me to where I am today.

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Quality assurance managers are responsible for ensuring that horticultural produce meets industry safety and quality standards.

They implement quality control measures, train staff, and oversee compliance with regulations.

> Want to know more

Core Tasks:

- Develop and oversee quality control procedures for produce.
- Conduct regular inspections and testing of fresh produce.
- Ensure compliance with food safety and industry regulations.
- > Train staff on quality assurance protocols.
- Manage documentation and reporting for certification programs.

Career Pathways:

This career can be pursued through on-the-job training and hands-on experience, as well as a more formal study pathways outlined below:

- Certificate IV in Food Processing
- > Diploma of Competitive Systems and Practices
- > Diploma in Horticulture
- > Certificate IV in Horticulture

Angelo Maggione

and baby salad leaf

- > Job: Quality Assurance Manager, Koala Farms
- Location: Lockyer Valley, QLD
 Produces: Lettuce, broccoli,

Q&A Quality!

What does your role involve?

A In my role I look after the quality and food safety of the product, from seedlings to the packed product. It's pretty much making sure that food safety competencies are followed, so we can deliver the best and safest products to our customers.

My job role also has a lot to do with training, and I often train different sections of the business to make sure we continue to deliver safe and high-quality products.

How did you end up at Koala Farms?

A I am originally from Italy, where I was already studying agriculture. However, I didn't complete my studies in Italy because I couldn't see any job opportunities in that field there – hence why I came to Australia in 2013.

With Quality Assurance Manager, **Angelo Maggione**

My first job in Australia was at the Flemington Fruit Market in Sydney. My first job at Koala Farms was working in the nursery under protected cropping infrastructure.

> I did this for two years before I went back to further my studies, with a Certificate IV and then a Diploma in Horticulture.

> > In total, I've been working at Koala Farms for around seven or eight years, and I will probably work here a lot longer – it's a really fun job!

What advice do you have for people thinking about a career in horticulture?

First of all, go and try working in a farm. As soon as you understand if you like it or not, then go and study horticulture in a college from Certificate IV to a Diploma, or if you want to step-up into a higher job role, you could study food science or food technology at university.



SUSTAINABILITY IN HORTICULTURE

Sustainability is central to Australian horticulture, with farmers continuously improving practices to protect the environment and ensure profitability.

Although the industry contributes just **1% of agriculture's 17% carbon emissions** (Net Zero Emissions Agriculture CRC), growers remain committed to reducing their impact through **Hort360** and the **Horticulture Sustainability Framework**. They have long embraced practices like reduced tillage, efficient water use, waste management, and green energy. The idea that farmers neglect the environment is a misconception—**they depend on healthy land and water for their livelihood,** proving that productivity and sustainability go hand in hand.

Core Tasks:

- Develop and implement sustainability strategies to improve resource efficiency.
- Monitor and ensure compliance with environmental regulations and industry standards.
- Identify and manage projects to reduce waste, energy consumption, and water usage.
- Collect, analyse, and report sustainability metrics to retailers and government bodies.
- Collaborate with teams to integrate sustainable practices across operations.

Study Pathways:

- Diploma of Sustainability
- Bachelor of Environmental Science
- Graduate Certificate in Sustainability
- Master of Environmental Management

SUSTAINABILITY MANAGER

A Sustainability Manager plays a key role in ensuring environmentally responsible practices within horticultural operations.

They develop and implement strategies to improve resource efficiency, reduce waste, and promote sustainable farming techniques. Their work involves overseeing compliance with environmental regulations, managing sustainability projects, and collaborating with teams to integrate eco-friendly solutions. A significant part of their role includes collecting and reporting sustainability data to retailers and government bodies. Strong analytical skills, problem-solving abilities, and knowledge of sustainability frameworks are essential for this position.





What is your full title and what does your job entail? My full job title at Montague Farms is IP and Sustainability Administration Manager. I wear two hats: one managing the licenses for our exclusive varieties and ensuring we meet the obligations around those licenses, and the other focusing on sustainability. This includes making sure we comply with sustainability standards and looking for ways to improve our practices.



Vanessa Russo

- Business: Montague Farms
- Location: Narre Warren North, Victoria
- Produce: Apples, stonefruit, pears, citrus, grapes

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With IP and Sustainability Administration Manager Vanessa Russo

Can you describe the steps you took to progress in your career?

After high school, I worked in customer service and sales but wasn't fulfilled. I decided to go back to university to study nutrition, and during that time, I took a part-time admin role at Montague Farms. Over time, that role expanded, and I became more involved in sustainability as the company started focusing more on environmental practices. My studies in nutrition also touched on sustainability, which sparked my interest in that area.

What are the sustainability requirements for horticulture businesses these days?

A Sustainability is a growing focus in horticulture. While growing plants might seem inherently sustainable, there are many other aspects to consider, like packaging, carbon footprint, and land care. Montague Farms has joined APCO to report on packaging usage and is preparing for mandatory climate reporting starting in 2027. Retailers require us to meet sustainability standards, as they need to report to their stakeholders and customers.

What advice would you give to someone looking to start a career in sustainability within horticulture?

Start with any role in horticulture to understand the business as a whole. Once you're in sustainability, engage with all departments to see how their processes and decisions impact sustainability. Understanding the entire operation is key to making meaningful changes.

Core Tasks:

- Develop and implement marketing and advertising
- > Analyse consumer trends and forecast market demand.
- Coordinate promotional activities across various media
- Advise on pricing, product positioning, and sales
- Conduct market research to identify growth opportunities.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- > Advanced Diploma of Marketing and Communication
- Diploma of Business (Marketing)

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- > Certificate IV in Marketing and Communication
- > Bachelor of Agribusiness or Marketing

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MARKETING MANAGER

A marketing manager in horticulture identifies market opportunities and develops strategies to promote fresh produce.

They analyse consumer trends, pricing structures, and promotional tactics to enhance product visibility and sales. By leveraging data on consumer preferences and demand, they help businesses forecast market trends and position their products effectively.

These professionals oversee advertising campaigns, coordinate media strategies, and collaborate with executives to create compelling marketing initiatives. They work within budget constraints to ensure campaigns reach target audiences while maximising return on investment. Their role is essential in driving business growth and expanding market reach for horticultural products.



SALES - EXPORT & DOMESTIC

Sales focuses on the distribution of agricultural or horticulturally products both locally, nationally and internationally.

This field involves developing strategies to reach new markets, negotiating with buyers, and ensuring products meet trade regulations. Working in sales and trade management requires strong communication skills, market knowledge, and the ability to manage relationships with clients and partners.



Core Roles:

- Sales Manager
- Export and Domestic Trade Specialist
- Export Compliance Specialist

Key Tasks Across Roles:

- > Develop and implement sales strategies to increase market share and profitability.
- Identify and pursue new domestic and international trade opportunities.
- > Negotiate contracts with buyers, suppliers, and distributors.
- > Ensure compliance with export regulations and quality standards for international markets.
- > Manage customer relationships and provide excellent service to maintain and grow business.
- > Analyse market trends and adjust strategies to meet changing demands.

Study Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- Diploma of International Business
- Certificate IV in International Trade
- Diploma of Leadership and Management
- Certificate IV in Marketing and Communication

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BIOSECURITY OFFICER

A biosecurity officer provides information on plant pests and diseases, and helps farmers to identify, prevent, and eradicate threats.

The horticulture industry takes biosecurity very seriously, outbreaks of plant pests and disease can cause millions of dollars in damage and loss.

While the Australian Border Force helps prevent many foreign pests and diseases arriving by air and shipping ports, it is vital that biosecurity officers are also out on-farm to provide another layer of defence.



Core Tasks:

- Inspect animals, plants, and agricultural produce to identify pests and disease, and provide advice to producers.
- Audit and monitor quality and hygiene procedures at farms and processing facilities.
- Advise primary producers on economic aspects of disease eradication and inform producers and the public of the health implications of diseases and impurities.
- May initiate or assist in legal action to enforce regulations.
- Inspect import and export documentation.
- > Maintain a deep understanding of biosecurity protocols.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- Certificate III in Public Safety (Biosecurity Emergency Response Operations)
- Certificate IV in Public Safety (Biosecurity Emergency Response Leadership)
- Diploma of Public Safety (Biosecurity Emergency Response Management)



Key Tasks:

- Analysing soil types to enhance plant growth while conserving resources.
- Identifying and restoring degraded soils.
- Developing improved soi sampling techniques.
- Testing high-yielding seeds for disease resistance and adaptability and monitoring crops to prevent pest and disease outbreaks.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- Bachelor of Agricultural Science
- > Diploma of Agriculture
- Certificate III in Horticulture

AGRONOMIST

Emily Nellis, Agronico

An agronomist is a scientist specialising in plants and soils, working to enhance crop production techniques and soil management practices.

They play a crucial role in the horticulture industry, collaborating with growers, scientists, and farm managers to improve soil health and maximise yields.

Their work is divided between field visits, where they assess soil and crops, and laboratory analysis, where they conduct tests to develop sustainable farming solutions. Strong communication skills are essential, as agronomists must effectively convey research findings and advise growers on best practices.

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Want to know more?



DATA Scientist

A data scientist in horticulture focuses on leveraging data analytics and sensor technology to enhance decision-making, optimise production, and improve sustainability.

Want to know more?

They work with large datasets, including crop performance,

environmental conditions, and supply chain logistics, to develop insights that support efficiency and profitability. Their role involves processing and interpreting data, designing predictive models, and collaborating with growers and industry professionals to integrate technology-driven solutions into horticultural practices. A strong foundation in coding, data management, and analytics is essential for success in this field.

Core Tasks:

- Collect, process, and analyse large datasets from sensors and agricultural technology.
- Develop predictive models to optimise production, quality control, and resource efficiency.
- Use data visualisation tools to present insights that support decision-making.
- Collaborate with growers and industry stakeholders to refine technology solutions based on feedback.
- Ensure data accuracy and integration of advanced analytics into horticulture operations.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- Bachelor of Data Science or Computer Science
- Master's in Data Analytics or Business Intelligence
- Graduate Certificate in Agricultural Data Science
- Specialized courses in Data Visualisation and Sensor Technology

ECONOMIST

An economist in horticulture focuses on analysing economic trends, market dynamics, and financial data to support decisionmaking and enhance business performance.

They study factors such as supply and demand, pricing strategies, labour costs, and government policies to help businesses make informed financial decisions. Their role is vital in ensuring the profitability and sustainability of horticultural enterprises.

Wantto know more?

Core Tasks:

- Analyse market trends pricing strategies, and economic conditions in horticulture.
- Forecast financial outcomes and provide strategic advice on cost management.
- Conduct economic modelling to assess resource allocation and investment decisions.
- Advise on government policies and regulations impacting the horticulture sector.
- Provide data-driven insights to enhance financial decision-making and business strategies.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- Bachelor of Economics or Agricultural Economics
- Master's in Applied Economics or Agribusiness





ENTOMOLOGIST

aphid

Entomologists help to identify insects and share important life cycle characteristics and information to help manage outbreaks and attract beneficial insects.

Some insects are an important part of the farm ecosystem because they can help to control harmful insects. This practice is referred to as Integrated Pest Management (IMP), which focuses on using natural insect predators to control pest insects instead of using pesticides.

Core Tasks:

- > Design and conduct experiments and develop scientific papers of findings.
- > Investigate the chemical structure and function of living cells and their isolated components, organs and tissues in humans, animals, plants, and microorganisms.
- > Examine micro-organisms, such as bacteria, fungi, yeast, and their enzymes, and use the knowledge gained to develop new products, materials, and processes.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- Advanced Diploma of Conservation and Land Management
- > Certificate III in Rural and Environmental Pest Management
- Certificate III in Urban Pest Management
- Certificate VI in Pest Management





HORTICULTURE RESEARCH & **DEVELOPMENT OFFICER**

Horticulture R&D officers drive industry innovation by identifying challenges, securing investments, and leading research projects.

They collaborate with private companies, grower organisations, and research institutes to enhance farming practices, sustainability, and efficiency.

By assessing new technologies and overseeing agricultural trials, they help implement science-backed solutions that improve productivity and sustainability.

Core Tasks:

- > Develop, implement, and monitor research and development strategies.
- > Lead research projects and coordinate activities among scientists and industry experts.
- Assess the benefits and effectiveness of research initiatives and provide recommendations.
- Interpret research findings to improve industry practices and product development.
- Stay updated on emerging technologies and scientific advancements in horticulture.

Career Pathways:

Due to the technical nature of this field, most occupations

- Advanced Diploma of
- Diploma of Agribusiness
- Bachelor of Agriculture

Wantto

know more?

Core tasks:

- Monitoring and identifying plants pests and disease.
- Checking spray systems functioning.
- Investigating the chemical structure and function of living cells in plants and microorganisms.
- Investigating the effects of environmental factors on plant grown such as rainfall, temperature, sunlight, soil, topography, and disease.
- Studying the forms and structures of plant tissues by systematic observation, dissection, and microscopic examination.

Study Pathways:

- Certificate III in Rural and Environmental Pest Management
- Certificate IV in Pest Management

INTEGRATED PEST MANAGEMENT (IPM) OFFICER

An integrated pest management (IPM) officer is responsible for controlling plant diseases and pests using a non-conventional approach.

IPM involves strategic releasing of beneficial insects to naturally control pests along with organic spray applications. It relies heavily on monitoring plants and planning ahead to control pests in a timely manner.

Wantto

know more?

The benefit of IMP is that is doesn't use harsh chemicals to control plant pests and disease, instead it looks closely at their lifecycle and uses natural predators to prevent and eradicate.

Fruit, Forecasts & AI

With Machine Learning Team Lead **Annie Wang**

What is it you actually do?

I manage a team of machine learning engineers and data scientists at Bitwise Agronomy, and we focus

Annie Wang

- > Business: Bitwise Agronomy
- > Produce: Fruit, berries

on developing the deep learning models for fruit counting. We also develop Al-driven yield forecasting and design practical computer vision solutions to address the needs of growers.

What is the most rewarding part of working in this industry?

I would say the most rewarding part is to see that direct impact of how AI could address those real challenges in this industry. Whether it's using AI for improving yield forecasting or automating fruit counting, it is just really satisfying to see the solutions that we create being applied straight into production.

Can you share a memorable project or experience that you've had while working in your field?

One of the most memorable projects that I worked on was developing a fruit counting algorithm using only video data. Counting fruit in videos is just horribly challenging because the fruits often look very similar and are really difficult to distinguish.

But we have come up with a very smart way of doing that by just using detections on video frames, without using any extra data such as GPS which I know some other companies rely on. We were actually able to achieve around 90% accuracy, which was a great achievement for our team.

What advice would you give to someone considering a career in the industry?

Always stay curious and open minded. I think this field is just growing so fast, and there's so much room for innovation.



MACHINE LEARNING

A machine learning specialist in horticulture focuses on applying datadriven algorithms and models to optimise agricultural practices.

They work with large datasets, including climate conditions, soil health, crop yields, and other environmental factors, to develop predictive models and improve decisionmaking processes. Their role is essential in advancing precision agriculture, automating tasks, and enhancing crop management for better efficiency and sustainability.

These professionals leverage advanced machine learning techniques to analyse trends, predict outcomes, and automate processes such as pest detection, irrigation management, and harvest forecasting. By integrating machine learning into horticulture, they help businesses increase productivity, reduce resource waste, and adapt to changing environmental conditions.



Core Tasks:

- Develop and implement machine learning models for agricultural optimisation.
- Analyse large datasets to identify trends and insights for improved crop management.
- Create predictive models to forecast crop yields, pest outbreaks, and irrigation needs.
- Automate agricultural tasks, such as monitoring, pest detection, and irrigation scheduling.
- Collaborate with horticulture professionals to integrate machine learning solutions into practices.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

 Bachelor of Science in Computer Science or Data Science

 Master's in Machine Learning or Artificial Intelligence

Core Tasks:

- Diagnose plant diseases through laboratory analysis, microscopy, and molecular techniques.
- Conduct research to develop new disease management strategies for horticultural crops.
- Advise growers, agronomists, and government agencies on disease prevention and treatment.
- Support biosecurity by identifying and managing exotic plant pathogens.
- Analyse plant samples submitted from farms, research institutions, and regulatory bodies.

Career Pathways:

Due to the technical nature of this field, most occupations require formal study, such as:

- Bachelor of Science (Microbiology, Plant Science, or Agriculture)
- Master's in Plant Pathology or Agricultural Science
- > Graduate Certificate in Biosecurity or Diagnostics
- Specialised courses in Mycology, Virology, or Pest and Disease Management

PLANT PATHOLOGIST

Plant pathologists play a crucial role in protecting horticultural crops by identifying and managing plant diseases.

Their work supports biosecurity efforts, preventing the spread of harmful pathogens that could threaten Australia's agriculture. Some specialise in research, developing new disease management methods, while others focus on diagnostics, helping growers implement effective prevention and treatment strategies. With a highly varied role that includes laboratory analysis, client communication, and fieldwork, plant pathologists contribute to improving crop health and protecting the industry from emerging threats



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With Diagnostic Plant Pathologist **Ossie Wildman**

Ossie Wildman

- Business: Department of Primary Industries and Regional Development
- Location: Menangle, New South Wales

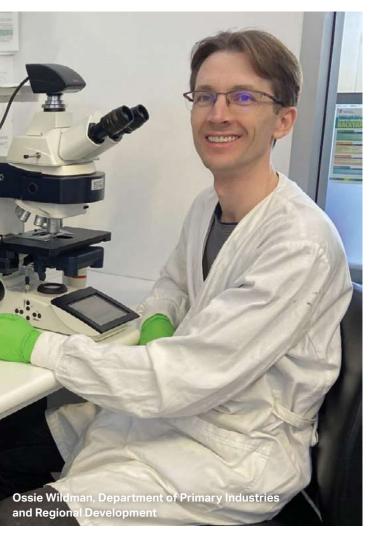
What was your career progression like?

After high school, I applied to study a Bachelor of Science degree at Western Sydney University (WSU), Hawkesbury campus. During my first year, I did very well, and at the end of that year, they offered me a position in the advanced science course. This program allowed me the opportunity to be paired with a senior lecturer each semester.

opportunity to be paired with a senior lecturer each semester. Once I completed my bachelor's degree (majoring in microbiology), I then pursued an Honours degree, which focused on developing molecular diagnostics for citrus viroids. During my Honours degree, I spent time completing research work at the Department of Primary Industries and Regional

During my Honours degree, I spent time completing research work at the Department of Primary Industries and Regional Development (NSW DPIRD) Elizabeth Macarthur Agricultural Institute (EMAI), and at the WSU Hawkesbury campus.

Once I had completed my Honours degree, a job opportunity became available at the NSW DPIRD as a Technical Officer working on a research project related to developing molecular markers for pest resistance in wheat. After some time in that role, a position became available at the NSW DPIRD working in diagnostic plant pathology, which I applied for, and have been working in this area since then. I have been working in diagnostic plant pathology for about eight years now, with over five years of this being in my current role as a Diagnostic Plant Pathologist.



What does a day in your life look like?

It is quite a varied role. In general, the two main parts of my day are laboratory-based tasks and administrative tasks.

We receive a wide variety of diagnostic samples. These can be submitted by government agencies, farmers, agronomists, large companies, or even home gardeners. Many samples are received for general diagnostic screening to determine whether a pathogen is causing disease in an individual plant or crop, and if so, to determine the identity of the pathogen responsible.

The lab-based work we conduct involves a range of techniques, including observations of symptomology, plants tissue dissections, traditional microbiological culturing, microscopy, electron microscopy, molecular diagnostics, and ELISA.

The administrative side of my job includes calling and emailing clients, writing reports, and reviewing images of plants sent in with inquiries about potential pathogens. I also discuss results with clients and collaborate with colleagues from interstate government departments and the Federal Department of Agriculture. It is a very diverse role, and I enjoy that aspect of it.







To search for up-to-date training providers of horticulture-related certificates and diplomas in Australia, visit the Australian Government Myskills website at myskills.gov.au

The training providers offer Certificate IV and above. This is a complete list as of May 2025.

TRAINING PROVIDER	PROGRAM/S	LOCATION	STATE
Canberra Institute of Technology	Certificate	Canberra	ACT
Australian Health and Horticulture Institute	Certificate, Diploma	Sydney	NSW
Australian Training and Consulting	Certificate	Tamworth	NSW
Joblink Plus	Certificate	Tamworth	NSW
Learning Sphere	Certificate	Sydney	NSW
Local Government Training Institute	Certificate	Sydney	NSW
RURALBIZ Training	Diploma	Dubbo	NSW
TAFE NSW	Certificate, Diploma	20 locations across NSW	NSW
Tocal College	Certificate, Diploma	Griffith/Newcastle	NSW
University of New England	Bachelor, Master's, Diploma, Certificate	Armidale	NSW
Australian Training Company	Certificate	Sydney, Kiama, Merimbula, Batemans Bay, Canberra, Brisbane, Gold Coast	NSW/ACT/ QLD
Charles Darwin University	Certificate	Casuarina	NT
Australian Institute of Agriculture	Certificate, Diploma	Woodburn	NSW
ALS Certificates and Diplomas	Certificate	Brisbane	QLD
Aventia Institute	Certificate, Diploma	Brisbane	QLD
Brisbane College of Horticulture	Certificate, Diploma	Brisbane	QLD
Global Institute of Education	Certificate, Diploma	Brisbane	QLD
HS Business School	Certificate, Diploma	Brisbane	QLD
Martyr Training Services	Certificate	Mount Isa	QLD
TAFE Queensland	Certificate, Diploma	7 locations across QLD	QLD
University of Queensland	Bachelor, Master's, PhD	Brisbane	QLD
ARO Education Services	Certificate, Diploma	Adelaide	SA
GrowSmart Training	Certificate, Diploma	Loxton	SA
Ironwood Institute	Certificate, Diploma	Adelaide	SA
TAFE SA	Certificate, Diploma	8 locations across SA	SA
University of Adelaide	Bachelor, Master's, Diploma, Certificate, PhD	Adelaide	SA
Wakefield International College	Certificate, Diploma	Adelaide	SA
TasTAFE	Certificate, Diploma	7 locations across Tasmania	TAS

TRAINING PROVIDER	PROGRAM/S	LOCATION	STATE
University of Tasmania	Bachelor, Master's	Hobart	TAS
Australian Vocational Training Academy	Certificate, Diploma	Hobart, Bundaberg	TAS/QLD
4 Up Skilling	Certificate, Diploma	Euroa	VIC
Bendigo TAFE and Kangan Institute	Certificate, Diploma	Bendigo	VIC
Box Hill Institute	Certificate, Diploma	Greater Melbourne	VIC
Chisholm Institute	Certificate, Diploma	Greater Melbourne	VIC
Community College Gippsland	Certificate, Diploma	Gippsland	VIC
VEG Education	Certificate, Diploma	Werribee	VIC
Federation University of Australia	Bachelor, Master's	Ballarat	VIC
Go Tafe	Certificate, Diploma	Central	VIC
Holmesglen Institute of TAFE	Certificate, Diploma	Melbourne	VIC
Melbourne Polytechnic	Bachelor, Diploma	Melbourne	VIC
Rural Industries Skill Training	Certificate	Hamilton	VIC
Smarter PTY LTD	Certificate, Diploma	Ballarat	VIC
Southwest TAFE - Glenormiston College	Certificate, Diploma	Warrnambool/Hamilton	VIC
SuniTAFE	Certificate, Diploma	Mildura/Swan Hill	VIC
Swinburne University of Technology	Bachelor, Master's	Melbourne	VIC
TAFE Gippsland	Certificate, Diploma	Gippsland	VIC
Technical Institute of Victoria	Certificate, Diploma	Melbourne	VIC
The Gordon	Certificate, Diploma	Geelong	VIC
The Management Edge	Certificate, Diploma	Melbourne/Sydney	VIC
Longerenong College	Certificate	Longerenong	VIC
Marcus Oldham College	Bachelor, Master's	Geelong	VIC
THS Training	Certificate, Diploma	Sydney	VIC
University of Melbourne	Bachelor	Melbourne	VIC
Wodonga TAFE	Certificate	Wodonga	VIC
Australian College of Agriculture and Horticulture	Certificate, Diploma	Melbourne and Cairns	VIC/QLD
Central Regional TAFE	Certificate, Diploma	9 locations across regional WA	WA
Curtin University	Bachelor	Perth	WA
Farm Information Services	Certificate, Diploma	Perth	WA
Glenhill College	Certificate, Diploma	Victoria Park	WA
North Metropolitan TAFE	Certificate, Diploma	Perth	WA
South Metropolitan TAFE	Certificate, Diploma	Perth	WA
South Regional TAFE	Certificate, Diploma	South Perth	WA
University of Western Australia	Bachelor, Master's	Perth	WA
Rural Training Australia	Certificate	Multiple locations across QLD, NT, and WA	QLD, NT, WA

YOUR FUTURE IN HORTICULTURE STARTS HERE!

Think a career in horticulture is just about picking fruit? Think again! The world of horticulture is bursting with innovation, technology, and limitless career paths that are shaping the future of food, sustainability, and science.

From high-tech greenhouses and biosecurity to engineering, marketing, and cutting-edge research, this industry offers exciting roles for problemsolvers, creators, and outdoor-lovers alike. Whether you dream of designing irrigation systems, growing the next superfood, or leading a global agricultural business, the opportunities are ripe for the picking.

Dive in, discover the possibilities, and start growing your future today!

AUSVEG



AUSVEG is the Peak Industry Body for Australian vegetable, potato, and onion growers.

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