

Five

Under 30



GRAIN TRADE AUSTRALIA



COOPER VINCI

*Grain Accumulation,
Fletchers International Exports*

LOCATION

Dubbo, NSW

AGE

24

CAREER GOALS

In 5-10 years time, Cooper intends to be managing and growing a profitable grain trading business, focusing on both international and domestic markets, covering a range of commodities. Within this role, Cooper hopes to build a strong team around the business, that will continue to grow professionally, and personally throughout his time within the grains industry. Cooper looks forward to ongoing involvement with GTA continuing to develop and advocate the growth of the industry.

EDUCATION

BACHELOR OF AGRIBUSINESS

*Major in Rural Science
University of New England, Armidale*

WORK EXPERIENCE

In his current role, Cooper is engaged in the accumulation of grains, oilseeds, and pulses from key regions in New South Wales. His role primarily involves focusing on efficient contract execution and establishing valuable relationships with local growers and domestic end-users. He actively monitors both domestic and international grain markets to ensure competitive pricing and communicates with internal stakeholders to achieve projected outcomes.

In his previous role at Fletchers International Exports, Cooper was responsible for negotiating and confirming container shipping rates and volumes with shipping lines under varying market conditions. He collaborated with operations staff and end-user customers to facilitate the execution of export contracts and consulted with rail operators to optimize trainset utilization.

Cooper completed an Agribusiness Cadetship at Fletchers International Exports, where he gained comprehensive exposure to various sectors of the business, including abattoir floors, carton loadouts, grain weighbridge, and container packing facilities.

Cooper has hands-on experience with agricultural operations, including sowing winter crops, operating and maintaining tractors with disc planters, conducting spray operations, and handling chemicals. Additionally, he's operated chaser bins and headers, demonstrating teamwork, daily maintenance checks, and effective communication.

THE IMPORTANCE OF FIVE UNDER 30

Cooper is excited to be part of GTA's Five Under 30 program to further expand his knowledge, to connect and be mentored by like-minded people within the Australian grains industry. He is keen to establish stronger industry connections with individuals under 30, and suggests regular networking events, potentially coinciding with GTA training courses and industry gatherings to facilitate interactions among like-minded young professionals, fostering valuable connections.