



Media release

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New Ballance manager comes armed with local experience

Ballance Agri-Nutrients is pleased to announce the appointment of Kim Harris as sales manager for the Hawke's Bay-Wairarapa region, after being promoted from his role as technical sales representative servicing the Hastings region.

Geared with more than 22 years of practical farming knowledge and a sound understanding of the needs of the Hawke's Bay region after working as a technical sales representative in the area for five and a half years, Kim is well equipped to take on the role of regional sales manager.

Born and bred in Gisborne, Kim grew up on his family's 1000-hectare sheep and beef property, then spent twelve months training at Flock House. This expanded his knowledge of agriculture in general, and his enthusiasm for learning was recognised when he was voted Most Ideal Trainee for his year. After working on the family farm, Kim took a job with Leader Brand Produce and followed this with two years in the United Kingdom, working on a range of arable operations. On his return, Kim co-managed the family farm, focusing on the care of the 11,000 SU they ran on the hill country.

Kim's practical farming knowledge is backed up with both a Certificate in Sustainable Nutrient Management and Advanced Sustainable Nutrient Management from Massey University.

Kim says that farmers put a huge amount of trust in their reps to give them good quality advice that will benefit their business. It is, he says, a privilege to work with such farmers and to be part of their farming operation.

'I aim to contribute to productive and sustainable farm businesses by continuing to work closely with farmers to help improve their bottom line,' he says. 'I am looking forward to assisting with nutrition solutions, introducing the latest innovative developments to farmers and to sharing my working knowledge with them.'

Ballance's General Manager of Sales and Marketing, Graeme Smith, is excited about having someone of Kim's calibre on the sales management team.

'Kim has extensive experience and networks in the agricultural sector and the Hawke's Bay region, having spent a number of years farming as well as furthering his practical knowledge with ongoing studies during his six-year tenure as a technical sales representative in the area. His appointment is a reflection of Ballance's commitment to attract and retain top talent

throughout the organisation, ensuring we continue to offer farmers first-class service and advice.'

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