



## ROB SANDS

Farm Management Consultant

### EDUCATION

BACHELOR OF BUSINESS (RURAL MGMT.) (Hons)  
Queensland Agricultural College

GRADUATE  
Institute of Company Directors

### CONTACT

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### PROFILE

Rob Sands, who grew up on an irrigation farm in Central Queensland, began his career as an extension agronomist with the Queensland Department of Primary Industries before relocating to Western Australia.

Based in our Perth office, Rob provides consulting services to clients across the Wheatbelt region. Since joining Farmanco in 1991, Rob has leveraged his expertise in business analysis and farming systems—including grain and livestock enterprises—to drive the development of our proprietary suite of software tools. These tools, including our Business Analysis and Decision Aid programs, have become essential resources for our clients.

Rob is a Farmanco Principal.

### AREAS OF EXPERTISE

- Analysis of enterprise and rotational margins
- Benchmark business performance
- Preparation of cash flow budgets
- Annual review and report, offering in-depth analysis of business' financial health and production performance.
- Development of finance and farm business plans
- Preparation of feasibility studies
- Succession planning
- Long-term strategic business planning
- Machinery replacement plans
- Analysis and report of paddock-level yield maps

### PROFESSIONAL ASSOCIATIONS

AAAC Member