

## Margot Cotter

*"The people I work with are not only work colleagues but good friends and it also helps having great relationships with suppliers."*

### **Current position in the kiwifruit industry –** Supply Information Manager

#### **Who do you work for?**

Zespri International Limited, Mt Maunganui Office

#### **What does your role involve?**

*I'm involved in estimating how much fruit is available early in the season and developing Zespri's strategy to buy enough fruit to ensure a strong season start. I manage a team that places orders for kiwifruit with suppliers and is responsible for the integrity of the industry's inventory data. I help negotiate the operational sections of Zespri's contract with suppliers, and I present, within Zespri and to industry groups, on operational or contractual issues.*

#### **What was your career path?**

*Out of school I did a Bachelor of Science in Biochemistry through the University of Canterbury. I carried on to complete a Graduate Diploma in Commerce from Lincoln University. After university, I worked in Rotorua as a research technician for Scion and then worked in scientific sales in both the UK and New Zealand before moving to Mount Maunganui and getting a supply planner role at Zespri in the supply chain team. The role involved liaising with suppliers to make sure that packing met market demand and industry requirements to ensure the optimum cost to the industry.*

*After five years in this role, I moved into my current job in the technical team where I use both my technical as well as kiwifruit industry knowledge to manage kiwifruit storage trials and analyse and communicate the current quality of fruit to both suppliers in New Zealand and markets offshore. I then moved into my current role back in the supply chain team where I use all of my previous experience to manage the start of harvest as well as managing a team of people looking after ordering as well as data flow through the industry.*

#### **What do you like about working within the kiwifruit industry?**

*Being a part of a company that delivers a healthy product is important for me. On my travels, before even mentioning that I work for Zespri people link New Zealand with kiwifruit and the Zespri brand, which makes me pretty proud to be working in this industry. I love the team atmosphere at Zespri where there are so many hard working people passionate about their roles and the success of the industry. In summary, it's a fun, dynamic and healthy industry to work in and it's great to be able to work for such a successful and innovative kiwi business.*