

## Agribusiness Management Senior Consultant[966340]

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Company: ADAS

Location: United Kingdom

Category: other-general

As a Senior Consultant you will play a key role within the team delivering a broad range of business-focussed, technical and environmental farm management advice to farmers and growers, advice programmes on behalf of government agencies, projects for supply chain, industry organisations and research institutes.

The successful applicant will need to be versatile and be willing to be involved in a range of consultancy services to farmers and other industry stakeholders.

### **Key responsibilities**

Enable clients to achieve their overall business objectives, providing independent direction and actions to improve performance on a continual basis. Particular emphasis on optimising enterprise performance and improving profitability through specialist knowledge of business management, environmental and technical consultancy

Provide specialist advice across a range of farm business management consultancy services such as strategic planning, farm business reviews, enterprise benchmarking, succession facilitation, creation of diversified enterprises, analysis of financial accounts and financial planning using cloud-based software

Analyse problems and provide independent, cost-effective solutions to clients that includes technically correct and legally compliant advice

Mentor and develop junior agribusiness consultants, including on-farm joint visits.

Work closely with the Technical Director for Business Management to contribute to the

successful growth and development of the ADAS ALM business

Be responsible for the successful delivery of farm consultancy and wider project work, which drives profitability for the ADAS ALM business through sales of agribusiness consultancy and assisting with the sales process of more junior members of staff

Continue to build and exploit a wide network of professionals to develop leads for the Business Management and wider ALM teams

### **Qualifications and experience**

Agricultural or business-related qualification to HND or Degree level in a land-based subject area

Previous experience in a senior agribusiness consultant role

Experience of delivering Environmental Land Management Schemes and advice around resource protection and the broader agri-environment including carbon reduction strategies, nutrient, soil and water management, farm assurance and waste management would be beneficial

Proven experience and a tenacity for sales

Be an ambassador for ADAS in the wider agri-food supply chain

Production of technical reports to an excellent level and experience of quality control

Full UK driving licence and the ability to travel away from home base when required

### **Salary and benefits**

- Negotiable depending on experience
- Contributory Pension Scheme and Life Assurance
- We encourage Continuing Professional Development
- Flexible benefits programme with the option to buy additional holidays and private health care

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