

## Agri-Business Management Senior Consultant



**Job Title:** Agribusiness Management Senior Consultant

**Company:** ADAS - Agriculture and Land Management team

**Salary:** Negotiable, depending on experience

**Contract term:** Permanent

**Location:** Mixture of hybrid home & office working, depending on experience

### Background to ADAS

ADAS is the leading supplier of independent technical, environmental and business advice to the UK's farmers and growers, land managers and related organisations. We provide a wide range of specialist consultancy services to corporate and private businesses, undertake leading edge research and deliver knowledge transfer and advice programmes on behalf of government and industry organisations.

### The role

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 c](#)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
- A minimum of 4 years' previous experience in a senior agribusiness consultant role
- Experience of delivering Environmental [StewardshipLand 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

- Experience working with colleagues to help develop their expertise through knowledge exchange and mentoring
- Creative and solution orientated with a determination to deliver value to the client and ADAS
- Be an ambassador for ADAS in the wider agri-food supply chain
- Energetic, organised and a highly motivated self-starter
- Excellent organisational skills with the ability to work autonomously and as part of a team
- Work consistently to a high standard with attention to detail
- Production of technical reports to an excellent level and experience of quality control
- A strong team ethos and a willingness to assist others
- Excellent communication skills and the ability to identify and influence key decision makers through platform speaking both internally and externally
- A high level of computer literacy for all Microsoft Office applications
- 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

ADAS is part of the RSK Group. All candidates applying for positions with the RSK Group must be eligible to work in the UK/European Economic Area.

The company prides itself on providing its staff with a rewarding and challenging career and in allowing employees to reach their full potential. This also enables us to achieve a staff turnover rate that is consistently below the industry average. Adopting a proactive growth strategy helps us to run a sustainable and profitable business while providing new and exciting career opportunities for all.

RSK wants to ensure you maintain a healthy work life balance, with many opportunities for flexible working hours, geographical flexibility, social activities, and community involvement projects.

RSK is committed to our Corporate Responsibility strategy. We seek to minimise our impact on the environment; to engage positively with the community and education groups; to provide a safe and supportive atmosphere in which to work; and to promote Corporate Responsibility throughout our supply chain.

RSK Group is an Equal Opportunities Employer.