**Role Description & Person Profile**

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| **Role** |  |
| **Job title** | Senior Consultant –Business Consultancy Lead |
| **Division** | Kite Consulting – DCL Ltd |
| **Department** | D2F |
| **Location** | Home based – National |
| **Team Structure**  Reports to, direct reports, etc**.** | Reports to: Head of Direct to Farm – Kite Consulting |

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| **Description** |  |
| **Impact Statement**  The contribution of the role to achieving the overall business objective. Span of impact.  Main purpose, focus of the role. | * Business consultancy is a key element in >50% of the Kite farmer/grower consultancy contracts – c£1.2m turnover * Client groups like the 10-0-1 of key farm accounts which meet 3x per year to discuss business and market strategy comprise farms with 25,000 cows supplying 300m litres of milk and feeding 100m tonnes of feed. * Business consultancy service is unique within wider AB Dairy and is essential for the independent offering and value maintenance of Kite Consulting. * Business Consultancy Lead is vital in developing and leading business consultancy systems, ideas and thought leadership. * Needs of farmers are changing and this role needs to identify the key aspects required to secure and significantly increase the value of business consultancy over a 5 year plan. * High profile role within the business and developing thought leadership national profile. * Leading network of 8 consultants delivering business consultancy * Reviewing and identifying programmes and solutions to maximise the value and efficiency of Business consultancy delivery. |

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| **Role Objectives**  The key responsibilities and key accountabilities of role. (5 to 10 areas) | 1. Lead, inspire and support network of business consultants 2. Review and update the business consultancy delivery programmes for future client/market needs 3. Secure and expand value of business consultancy for Kite 4. Secure and expand the value of key account relationships (e.g. 10-0-1 group) 5. Delivery of business consultancy to 15-25 key farm accounts 6. Develop national profile and thought leadership platform, increasing the profile of Kite Consulting and AB Dairy |
| **Key Stakeholders**  What are the challenges of the relationships, communication strategies required, etc | 1. AB Dairy/Kite Consulting management responsible for delivering value and profit growth over next 5 years. 2. Network of Kite business consultants – highly experienced and knowledgeable – building confidence and leadership to new ideas and ways of working. 3. Wider industry network |
| **Scope**  Depth, breath of knowledge application, ability to innovate, complexity of tasks, budgetary responsibility. | 1. Reviewing and managing the upgrade of business planning and monitoring tools. Planning cost implications and efficient ways of working. 2. No direct reports initially but growth and expansion of Business Consultancy will require recruitment and building of new business consultancy team. |

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| **Person Profile** |  | **Essential or**  **Desirable**  **Or Neutral** |
| **Knowledge**  Consider number of years’ experience, any formal qualifications genuinely necessary or any key areas of knowledge. | * Agricultural knowledge * Agri-Business Degree Grade 2:1+ * MBA or evidence of additional business knowledge development * Business consultancy experience * Existing consultancy portfolio * Team leadership/management experience | E  E  D  D  N  D |
| **Key Behaviours**  Consider which of our Guiding Principles are particularly relevant and also any role specific behaviours. | * Attention to detail * Ability to work at pace, managing multiple tasks and deadlines * Ability to effectively manage and direct team to achieve the agreed goals * Strong interpersonal and stakeholder management skills * Effective communication skills and style * Influencing skills * Confidence | E  E  E  E  E  E  E |
| **Other Factors**  Travel etc. | GB travel will be required to visit clients and attend internal and external events/meetings. May require staying away from home 2-4 days per month. |  |