**Role Description & Person Profile**

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| **Role** | |  |
| **Job title** | | Senior Consultant – Technical (South West) |
| **Division** | | Kite Consulting |
| **Department** | | D2F |
| **Location** | | Home based with travel |
| **Team Structure**  Reports to, direct reports, etc**.** | | Reports to: South Team Manager |
| **Description** |  | |
| **Impact Statement**  The contribution of the role to achieving the overall business objective. Span of impact.  Main purpose, focus of the role. | We are seeking a talented and enthusiastic individual, with a proven track record in dairy consultancy who would like to join us in creating a successful future for our clients.  The role will provide specialist support for herd management and rationing for our farm clients driving their performance to premium levels and ensuring they maximise their margins per cow. We aim to utilise new technologies with our clients and ensure they are maximising their returns from the use of genetics.  An understanding of sustainability and how to reduce environmental footprints will also be part of the future for our of clients. | |

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| **Role Objectives**  The key responsibilities and key accountabilities of role. (5 to 10 areas) | * Maintain and develop a profitable dairy technical consultancy portfolio. * Deliver effective technical and nutritional advice. * Support local colleagues and corporate teams in project delivery. * Develop opportunities for Advance or wider AB Dairy products and services to increase the value to and from Kite clients. |
| **Key Stakeholders**  What are the challenges of the relationships, communication strategies required, etc | * Kite Team – to develop and share knowledge with the team * Kite clients – deliver professional service with trust and integrity * Corporate customers – support project delivery * Advance – understand and utilise the products that can improve your clients productivity or herd health * KW and wider AB Dairy – Look for opportunities to link in with wider group |
| **Scope**  Depth, breath of knowledge application, ability to innovate, complexity of tasks, budgetary responsibility. | We are looking for those who positively challenge and are willing to be challenged to create high value for clients and for Kite, Advance Sourcing and the wider AB Dairy Business. |

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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. | * Proven experience and knowledge of the agricultural and ruminant nutrition industry. * Ideally a degree in Animal Science, Agriculture or Veterinary. * Has an excellent understanding of UK Dairy farming and market trends. * An excellent knowledge of Dairy cow nutrition, health, welfare and sustainable production. * Must be able to demonstrate ability to create sales opportunities for Kite and Advance with a passion for developing high value consultancy contracts. * Advanced Excel, PowerPoint and Word skills. | E  D  D  E  D  E |
| **Key Behaviours**  Consider which of our Guiding Principles are particularly relevant and also any role specific behaviours. | * Highly motivated team players who will develop a client portfolio and link into the many projects we undertake. * A strong insight into dairy technical advice and improving dairy productivity * Attention to detail * Good organisational and prioritisation skills with the ability to manage multiple tasks and deadlines * Effective communication and relationship building skills * The ability to influence and engage customers, colleagues and stakeholders * Enjoys working to in a target orientated environment with a commercial mindset | 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. |  |