**Role Description & Person Profile**

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| **Role Description** |  |
| **Job title:** | Senior Consultant |
| **Reports to:** |  |
| **Location:** | Home based with UK travel |
| **Direct & Indirect Reports:** | N/A |
| **Overall Purpose:** | This role is to work alongside the Head of Corporate Commercial. The role involves managing change management and other ad-hoc projects within retailer and processor account, liaising with project and processor contacts, supporting the project strategy and delivery whilst ensuring all deadlines are met. You will work with the Corporate Coordinator to select the right people and delivery team for the contract and to plan resources and workloads.  Most Corporate projects are based on delivering change management directly to farmer groups with a focus on developing resilient and sustainable dairy farmers to ensure resilient, sustainable and secure milk pools. |
| **Key Responsibilities:** | * Project management and planning * Project content design * Management of delivery team * Relationship management with senior staff in corporate accounts * Group delivery and facilitation * Highlighting risks within projects and corporate accounts * Sales and business development skills in corporate accounts |
| **Budget Responsibility:** | Project management for projects between £200-800k p.a. |

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| **Person Profile/Knowledge**  Experience, any formal qualifications and necessary keys areas of knowledge or experience. | | |
| **Essential** | | **Desirable** |
| * Interpersonal skills to establish and maintain successful relationships * Agricultural knowledge especially in dairy * Project management and planning * Experience in delivering Change Management projects or knowledge exchange * Facilitation skills * A good level of understanding on dairy farm economics and sustainability * Minimum of 2 years relevant experience. * Minimum of 2:1 BSc Hons degree Agriculture plus advanced Excel, Powerpoint and Word skills. * To have an excellent understanding of UK Dairy farming and market trends. * Must hold a valid UK driving licence. | | * Experience in food supply chain * Business development experience * Commercial experience |
| **Key Behaviours**   * Attention to detail * Ability to work at pace, managing multiple tasks and deadlines * Highly motivated team player * Strong interpersonal and stakeholder management skills * Effective communication skills and style * Influencing skills * Confidence * Ability to build strong relationships with stakeholders and has a high level of emotional intelligence | |  |
| **Other Factors**  Travel, shift pattern, working hours, Licence type etc. | Home based with occasional travel throughout the UK.  Competitive remuneration package with training and leadership opportunities. Benefit of regular technical, industry and company wide updates. | |