**Role Description & Person Profile**

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| **Job Title** | Senior Consultant |
| **Reports to** | Regional Lead I Principal Consultant |
| **Business** | Kite Consulting |
| **Location** | UK |
| **Direct & Indirect Reports** | n/a |
| **Budget Responsibility** | n/a |

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| **Role Overview**  Impact Statement | This is a senior consultant role in a market leading farm consultancy business. You will manage, maintain and grown your own portfolio of farm clients and provide your experience and knowledge to supporting the strategic direction and growth of Kite Consulting. |
| **Key Responsibilities** | * Offer expert advice on nutritional, technical, and business issues to our clients, enhancing the quality and effectiveness of the services offered, ensuring long-term client satisfaction and the expansion of the business. * Work closely with farmers to maximise the potential of their business focusing on profit per cow and returns on investment. * This role will be responsible for maintaining and growing a client portfolio and developing high value and long term relationships with clients. * Client Relationship Management:   + Build and maintain strong relationships with clients in the dairy industry, understanding their needs and challenges.   + Serve as the main point of contact for clients, ensuring clear communication and satisfaction throughout consulting projects.   + Advise clients on industry best practices, emerging trends, and innovative solutions tailored to their business needs. * Business Development:   + Identify new business opportunities within the dairy sector and contribute to the growth of the consulting practice.   + Prepare proposals, presentations, and deliver pitches to potential clients.   + Support the development of marketing and business strategies to increase the firm’s visibility and market share. * Risk Management and Problem Solving:   + Identify potential risks to delivery and develop contingency plans to mitigate those risks.   + Troubleshoot and resolve issues or challenges that arise during the lifecycle.   + Identify potential risks to delivery and develop contingency plans to mitigate those risks.   + Troubleshoot and resolve issues or challenges that arise during the lifecycle. * Thought Leadership & Industry Expertise:   + Stay updated on the latest trends, technologies, and best practices in the dairy industry.   + Share insights and recommendations with clients, helping them to stay ahead of industry changes and competitive pressures.   + Represent the firm at industry conferences, seminars, and networking events. * Sustainability & Compliance:   + Advise clients on sustainability practices, environmental regulations, and food safety standards within the dairy sector.   + Ensure that clients’ operations are aligned with national and international regulatory frameworks and industry certifications. |
| **Key Stakeholders** | * Internal   + Consultant Lead   + Senior Kite Team   + Dairy Consulting Team   + KW Sales Specialists   + Advance Performance Product team * External   + Clients within the dairy industry   + Industry partners and stakeholders |
| **Other Factors**  Travel, shift pattern, working hours, Licence type etc. | Driving licence  Working from home and travel required |

**Person Profile**

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| **Required experience, qualifications, and necessary knowledge** | |
| **Essential** | **Desirable** |
| * Has an excellent understanding of UK Dairy farming and market trends. * Must be able to demonstrate ability to create sales opportunities for Kite and develop high value consultancy * Good understanding of the financial structure of a farming business and management to include accounts and budgeting. * Extensive experience in dairy consulting or a related field, with experience in a leadership role. * Proven ability to oversee the successful delivery of consulting projects * Experience in providing technical, nutritional, and business support in the dairy industry. * Ability to serve as a Technical Escalation Point for complex client queries. * Excellent communication and relationship-building skills. * Excellent IT and analytical skills | * Bachelor’s or Master’s degree in Animal Science, Agriculture, Business or Finance * Experience in dairy production, farm management, or dairy supply chain management. * Familiarity with industry-specific tools and software (e.g., dairy management systems, financial modelling tools). * Knowledge of sustainability practices in the dairy sector. |

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| **Key Behaviours** | * Client-Focused: Ability to build and maintain strong client relationships with a focus on service excellence. * Results-Oriented: Driven to achieve project goals, client satisfaction, and business growth. * Adaptability: Ability to adapt to changing priorities and challenges in a fast-paced environment. * Problem-Solving: Skilled in providing innovative solutions to complex technical, nutritional, and business challenges. |
| **AB Agri High Performance Framework** | Our high-performance framework is a set of guiding behaviours which have been created with people from across our businesses to enable great performance across the organisation. The focus is on what you can do to demonstrate high performance in your role, as well as the behavioural inputs to assist you getting there.   * Pioneering – Curious, spirited and bold. We lead the right way. * Excellence – We seek excellence in all that we do. * Growth – We create ways for our people and customers to thrive. That’s how we keep making a difference. |