**Role Description & Person Profile**

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| **Role** |  |
| **Job title** | Consultant – Business (South West) |
| **Division** | Kite Consulting |
| **Department** | D2F |
| **Location** | Home based with travel |
| **Team Structure**  Reports to, direct reports, etc**.** | Reports to: South Team Manager |

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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. | This business consultancy role in the South West is a fantastic opportunity to work in the Kite team to develop and refine business skills, work closely with farmers to maximise the potential of their business focusing on profit per cow and returns on investment. Business consultancy is in high demand by farmers wanting to be the best and work closely with stakeholders like their bank. This opportunity will allow you to work alongside the kite team with existing clients and develop your own client portfolio. Developing high value and long term relationships with clients sets you up for highly rewarding career with opportunities to develop specialisms and wider industry profile.  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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| **Role Objectives**  The key responsibilities and key accountabilities of role. (5 to 10 areas) | * Develop and refine business consultancy skills * Build new client portfolio with high value contracts * Deliver timely, discrete, accurate and professional business advice * Prepare business forecasts, plans and associated work in accordance with the Kite templates and training. * Identify opportunities for other AB Dairy products and services which can add value to customers. * Positive involvement in wider project work which will expand skills and delivers value to the Kite business |
| **Key Stakeholders**  What are the challenges of the relationships, communication strategies required, etc | * Building relationships with the local and national Kite and AB Dairy teams. * Collaborating with Kite corporate team * Working and communicating with team management to identify and secure new high value clients for Kite * Using a strategic approach to finding and retaining clients that are likely to provide long-term benefit to Kite * Building trust with clients based on discretion, high quality work and positive influences to their business. * Working positively with wider business stakeholders (e.g. Bank manager). |
| **Scope**  Depth, breath of knowledge application, ability to innovate, complexity of tasks, budgetary responsibility. | We are looking for candidates that either have clear business skills and/or the aptitude to develop high levels of competence in using business tools for budgeting and monitoring as well as a good understanding of business and financial structures for dealing with succession and business development. An awareness of the role of the consultant in liaising with banks and accountants is also part of the role.  Forecasting and monitoring Kite client income and time input to deliver against the annual targets set. |

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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. | * We are looking for applicants with previous industry experience. * A degree in Animal Science, Agriculture, Business or Finance * 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. * Advanced Excel, PowerPoint and Word skills to utilise and develop business monitoring systems | D  E  D  D  D  E |
| **Key Behaviours**  Consider which of our Guiding Principles are particularly relevant and also any role specific behaviours. | * Highly motivated team players link into the many projects we undertake. * A strong insight into financial and business consulting with the ability to make recommendations and suggest the right solutions to your customers to enable growth * Attention to detail * Good organisational and prioritisation skills with the ability to manage multiple tasks and deadlines * Strong interpersonal and stakeholder management skills * Effective communication and relationship building skills * The ability to influence and engage customers, colleagues and stakeholders * Tact and diplomacy when working closely with personal matters * Enjoys working to in a target orientated environment with a commercial mindset | E  D  E  E  E  E  D  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. |  |