



Allathan
ASSOCIATES

Senior Farm Business Consultant: Job Description

Background: Allathan Associates is an agricultural consultancy practice providing detailed farm management and consultancy advice to a range of clients, primarily within north east Scotland, but also throughout the country. The role is wide ranging and covers a variety of farm types, with the core business lying broadly between the River Dee in Aberdeenshire through to the River Spey in Moray.

Job Title Senior Farm Business Consultant: Full-time position
Location Turriff and Maud
Start Date As available
Working Hours Not fixed, but generally 8.30am to 5.30pm, Monday to Friday. Flexible hours needed for meeting deadlines as well as other peak workload periods, with a one hour break for lunch/coffee/tea.
Working from Home The business will facilitate this option, but a primarily office/client-based role with occasional working from home is envisaged

Job Purpose

To assist the partners and senior staff in dealing with their farm management and consultancy client workload, helping expand the client base, taking on existing clients, developing new lines of work, and meeting the business' objectives

Key Duties - Business

To assist the team in all aspects of their current management and consultancy workload
To identify opportunities for developing own portfolio of clients
To respond timeously to client needs, and maintain good relationships with clients and colleagues
To carry out duties efficiently and ensure best practice and professional standards are adhered to
To assist the partners with the management and ongoing development of the firm
To comply with health and safety policies, and other legal obligations
To maintain up-to-date technical and legislative knowledge
To represent the firm diligently at external events

Typical Duties – Client Focussed

Provision of quality farm and estate management and consultancy services to existing and new clients
Preparation of budgets, management reports, and financial analysis, monitoring and interpretation
Implementation and supervision of Contract Farming Agreements



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Preparation of Single Application Forms and associated entitlement and cross compliance advice
Knowledge of landlord and tenant law
Preparation and implementation of agri-environment, capital grant, and other rural grant schemes
Instruction of contractors and staff on clients' behalf
Crop and grassland management, dealing with suppliers, and agreeing sale/purchase contracts
Potential for undertaking some crop and grassland husbandry services/training
Compensation claims, and dealing with utility companies and renewable projects
Carbon auditing

Personal Profile

Person

University graduate with relevant rural/environmental Honours degree or equivalent to at least 2.2 level
Ideally, minimum of 10 years employment as a consultant in the rural consultancy sector
Effective team player, working with and managing colleagues
Conscientious, ambitious, and self-motivated, with ability to meet deadlines
Clean driving licence and own reliable car
Existing member of professional body beneficial (but could be assisted in the workplace if necessary)

Specific Job Skills

Proven track record in farm consultancy and/or rural surveying with strong agricultural focus
Ability to communicate by verbal and written word
Technical knowledge of modern agricultural husbandry and systems across all sectors

Computer Skills

Adept with MS Office (especially Excel and Word) essential. Knowledge of GIS and book-keeping systems desirable

Remuneration Package

Salary - commensurate with experience, partnership prospects within 12-24 months for the right candidate subject to performance
Potential for discretionary performance-related bonus
28 days holiday per annum
Employer contributions to Personal Pension Scheme
Private Healthcare Scheme
Mileage allowance for business-related travel