

JOB DESCRIPTION & PERSON SPECIFICATION

1. Job title: Farm Business Resilience Consultant	Business Unit: NIAB Agronomy
Job Grouping: Specialist / Senior Specialist	Location: Home -based (Midlands / North)
Reports to: Head of Farming Systems and Agronomy Research	Line Manages: None

2. Main purpose of role:

Between September 2022 and March 2025, NIAB are working in partnership with Savills and AKC to deliver support to 2000 farmers across England during the Farming Transition. NIAB are the co-ordinators for the delivery of this project which is one of 17 projects making up Defra's Future Farming Resilience Fund (scale up phase). Together these Defra Future Farming Resilience Fund projects will provide support to up to 32,000 farmers across England.

This role will be one of a team of consultants (up to 30) working across England to deliver 1 to 1 farm business reviews to up to 2000 farm businesses and follow up support to about 700 farmers through workshops, technical training and advice.

The role may also develop and deliver knowledge exchange and contract service/consultancy business as part of the crop and agronomy specialist team, with the regional agronomy and TAG Consulting teams

3. Financial authority/responsibility (e.g., delegated budget, authorisation level, approx value of contracts etc):

To work as part of team delivering the NIAB Farming Resilience project to meet its targets and generate income for NIAB (and partners) of about £4 million over the lifetime of the project.

4. Key relationships (external and internal):

Internal: NIAB staff within the crop and agronomy specialist team, regional agronomy and membership services teams, NIAB communications and events team. NIAB business partners and finance teams

Partners: Savills and AKC staff engaged in delivery and management of the Farming Resilience project

External: Defra staff in the FFRF team, other FFRF advice providers and projects, farmers, agronomists, training providers, other crop and agronomy researchers and organisations.

Tasks/responsibilities (in order of priority)	Approx % of time
Co-ordinate and deliver a programme of 1 to 1 Farm Business Reviews for farm businesses in England within the framework developed for the NIAB Farming Resilience project, compiling reports and delivering information to the project manager on activity as required	60+
Deliver follow up technical or business support visits and/or group training on more detailed topics (depending on specialism) delivering information to the project manager on activity as required	Up to 30
Develop and deliver knowledge exchange and contract service/consultancy business as part of the crop and agronomy specialist team, working with the regional agronomy and TAG consulting teams	Up to 10

6. Working conditions :

Mainly engaged in farm visits involving frequent travel by car to sites across England. There will be occasions when the job holder will need to attend distant meetings or sites, which may involve an overnight stay. Flexibility in working hours will be required, for early morning starts, late finishes and evening meetings. The job holder will be expected to work from a home office base, or be prepared to work from one of NIAB's regional centres.

7. PERSON SPECIFICATION**Education/Qualifications:**

Essential:	Desirable:
Degree in a business or agricultural subject	

Experience:

Essential:	Desirable:
Good, practical knowledge of farm business management and agricultural systems in the UK Relevant (approx. 2+ years) experience in a business / technical consultancy role relevant to UK farming (this can include a relevant graduate scheme) Event, demonstration and presentation experience	Contract negotiation and business development Project and financial management

Specialist Training:

Essential:	Desirable:

Personal Qualities (skills, behaviours, and competencies)

Essential:	Desirable:
Good presentation, communication, and interpersonal skills Diplomatic, able to handle sensitive situations and confidential information Organised, able to adapt to varying and new work situations and plan and prioritise workload Able to talk to, listen to and understand farmers, agronomists, and technical specialists, with a range of requirements and at different technical levels Able to assimilate complex datasets, present sound technical arguments, and make impartial recommendations Able to work independently with a high level of technical accuracy and attention to detail but also work positively and proactively within a team.	

Familiar with Microsoft office software including Word, Excel, and PowerPoint Full driving licence and willingness to travel		
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Date of description: 16/07/2022	Compiled by: E Stockdale
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