

Looking for a *Job?*

RURAL BUSINESS CONSULTANT (Strategic)

We would like to recruit a full-time Rural Business Consultant with minimum 2 years experience, ideally more, to focus on providing strategic advice.

THE ROLE

Until spring 2025 your main role will be delivering free business advice to farmers under a contract that we have secured with Defra (Future Farming Resilience Fund (FFRF)). This contract is a fantastic opportunity for you. It will allow you to build a client portfolio with our support and is the perfect project to get your teeth into, delivering strategic business advice to our clients. We are looking for farmer friendly applicants with an aptitude for and interest in strategic thinking and ideally "number crunching", who will be able to deliver advice to clients immediately.

- ◆ Delivery of free business advice under FFRF, focusing on strategic matters
- ◆ Recruitment of farmers for FFRF
- ◆ Undertaking strategic farm reviews
- ◆ Producing farm budgets, cashflows and reports
- ◆ Supporting Consultants with other work
- ◆ Developing own specialist area
- ◆ Providing cost effective advice to our clients
- ◆ Being involved in the marketing of DJM Consulting and sales to prospective clients
- ◆ Operating and projecting the efficient and professional image of DJM Consulting and the DJM Group
- ◆ Our preference is for these roles to be based in our Shropshire office, but hybrid working will be considered for the right applicants
- ◆ We are a small team and all need to be flexible in the work that is done.

NECESSARY QUALITIES

Initiative and responsibility | Aptitude, enthusiasm for and a special interest in farming | Farm experience | Good communication skills | Good maths skills with an aptitude for numbers and ability to do mental arithmetic | Sound understanding of the principles of accounting and budgeting | Methodical approach to problem solving | Forward thinker – able to think strategically about the "bigger picture" | Able to work as part of a team as well as having initiative to work alone | Good grasp of Microsoft Office, particularly Excel | Neat and legible handwriting

TRAINING & MENTORING

If not already, you will be expected to qualify as a BIAC member. If appropriate you will be supported to qualify as a fellow of the CAAV over a 2 year programme. Training in house and specialist courses will be encouraged.

WHAT WE CAN OFFER YOU

- ◆ Exciting, varied project to deliver straight away
- ◆ A great opportunity to make this position your own at an exciting time in agriculture
- ◆ Training to further your career
- ◆ Competitive salary, commensurate with experience, plus pension

NEXT STEPS AND HOW TO APPLY

If you would like an informal conversation about the role, please give David Meredith a call on 01746 714089. **To apply please send your full CV with referees and a hand written covering letter** by post or email to DJM Consulting, The Rural Centre, West Farm, Aston Eyre, Bridgnorth, Shropshire. WV16 6XB; david@theruralbusiness.co.uk.

Join our dynamic team and "help our clients to prosper"

DJM Consulting is a trading name of The Rural Business Ltd (Company Number: 12492068)
The Rural Business Ltd Registered Address: West Farm, Aston Eyre, Bridgnorth, United Kingdom, WV16 6XB



www.theruralbusiness.co.uk
farm and rural business consultants





DJM Consulting

Our business revolves around *helping farmers to prosper.*

DJM Consulting advises a wide portfolio of clients including farmers, landowners and business managers across the West and East Midlands (England). Our consultants are all from farming and rural backgrounds and are well equipped to understand the issues surrounding our clients' businesses. We help our clients to focus their businesses more effectively in order to achieve their aims and objectives. Whatever their requirements, our advice is flexible to meet our clients' specific needs. We provide advice on a range of topics including the following:

Setting Strategy

- ◆ 'The Bigger Picture Thinking': What are our clients trying to achieve?
- ◆ Non-Executive Director/Chairman: Independent View, Assist with implementation
- ◆ 'Third Eye'/Eagle's View: Review of Current Position, Benchmarking, Annual Reviews
- ◆ Assisting clients in understanding the implications of BREXIT and beyond

Management & Development

- ◆ Financial/Management/Diversification/Market Research/Technical Advice/Training
- ◆ Bank reports/Cashflows

Land & Asset Enhancement

- ◆ Landlord & Tenant: Rent Reviews, Tenancies, Negotiations, Arbitration/Mediation
- ◆ Planning/Land Opportunities: Identification, Applications, Land Registry Matters
- ◆ Valuation, Taxation & Compensation: Capital Taxes, Informal, Red Book Valuations
- ◆ Probate Matters

Green Money

- ◆ Natural Capital and Eco-system Services/Renewable Energy/Funding

Land & Environment Schemes

- ◆ Environmental/Grants/Woodland
- ◆ Land management grants: SFI, CS, Woods
- ◆ Capital grants: fencing, hedges, equipment, buildings
- ◆ Private schemes

Conflict, Avoidance & Advice

- ◆ Advice to avoid conflict/Arbitration/Expert Witness/Expert Determination/Mediation/Advocacy/Probate Matters

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