



**HOLMES SACKETT**  
**Senior agricultural business consultant**

Holmes Sackett are seeking an experienced senior agricultural consultant with income generating capacity. We are looking for a self-motivated, critical thinker, who is solutions-focused with excellent communication skills.

**Background**

Holmes Sackett provides agricultural business consultancy services to farm business owners/managers, industry and the agricultural service sector in Australia. We value independence and scientific rigour and we focus on farm profit and profitability.

Holmes Sackett has three key income streams:

1. Consultancy – services to industry. This includes production and farm business strategy development and implementation, tactical management, project development, management and implementation, financial analysis, economic modelling, budgeting, asset acquisition due diligence, legal expert work and finance applications.
2. Information services – primarily workshops, presentation development and public speaking engagements. Holmes Sackett consultants develop and deliver workshops that improve business skills of farm business owners and managers. The workshops cover farm business and production-related topics and are delivered Australia-wide.
3. Farm benchmarking. Holmes Sackett collects and compares annually the financial and production performance of farm assets across south eastern Australia with an aggregated value exceeding \$1.8 billion. The results are summarised and published annually.

**What we are seeking**

This position is a senior consultancy role. The role will be challenging but rewarding. Ideally, we are seeking a dynamic, self-starter with business management skills and a desire for accountability who has:

- ✓ a demonstrated ability to generate income through the provision of business services to clients
- ✓ the ability to grow the Holmes Sackett client base
- ✓ the ability to increase capacity to service our existing client base of profit focussed businesses
- ✓ an understanding of the Holmes Sackett brand and a willingness to build and promote the values of the brand.

We welcome applications from candidates who are generating income from services additional to those currently offered by Holmes Sackett.

**Roles and responsibilities, essential, desirable criteria and remuneration**

The role of the senior consultant will be to:

- Generate income through the sale of consulting services.
- Identify opportunities, execute consultancy activities, and control timelines.
- Build client relationships through regular client contact and service provision.
- Promote the Holmes Sackett brand and build the reputation of the business.

### **Essential criteria**

1. Proven ability to generate income as a consultant
2. Degree in agricultural science, business management or similar.
3. Consulting experience, preferably servicing the Australian agriculture sector.
4. Experience in agricultural broadacre production with a thorough understanding of profit drivers.
5. Organisational ability to execute and deliver on multiple projects with competing deadlines without compromising on quality.
6. Demonstrated ability as a clear and rational communicator.
7. Demonstrated ability to build and maintain client relationships while maintaining client confidentiality.
8. Ability to work in a small team environment

### **Desirable criteria**

1. Demonstrated ability to present complex issues in a simple but effective way.
2. Demonstrated proficiency as an analyst and with Microsoft computer programs, primarily MS Excel.

### **Location, hours, terms and remuneration**

- The position is based in Wagga Wagga, NSW.
- The successful applicant must have a current Australian driver's licence and the ability to drive.
- Travel will be required in this role.
- This is a full-time position (38-hour week). Weekly hours will vary depending on the job and deadlines. There is some flexibility in hours necessary to cater for business and personal needs.
- Salary is negotiable based on skills, experience and income generation of the successful applicant.
- A 3-month probationary period applies.

This position is for a demonstrated self-starter who can manage their own hours. The position does however require that the person contribute to the team by being in the office on a regular basis.

### **Applicant response process**

Applicants are invited to submit a written application by **5pm, Friday 1<sup>st</sup> February 2019**. In their written application it is requested that applicants:

1. Address the essential and desirable selection criteria
2. Demonstrate their ability and expertise to conduct the work
3. Provide 2 contactable referees including email addresses and mobile phone numbers.

Applications will be reviewed against the selection criteria and suitable applicants will progress to an interview. Interviews for successful applicants will be conducted in **mid-February 2019** with a starting time shortly thereafter.

### **Contact**

For further information regarding the position please contact John Francis on 0427 259 005 or Sandy McEachern on 0427 326 367 or email [info@holmessackett.com.au](mailto:info@holmessackett.com.au).