



JOB DESCRIPTION

Job title
Consultant – ADAS Climate and Sustainability
Name of person or job role reporting to
Responsibilities
<p>Purpose of role:</p> <ul style="list-style-type: none"> To establish, develop and maintain profitable business for ADAS. To manage sales, delivery and contracts within Sustainable Food and Farming sector and other parts of ADAS, to meet or exceed profit targets and other KPIs. <p>Key responsibilities:</p> <p>Delivery/project management</p> <ul style="list-style-type: none"> Deliver required input into consultancy and research projects to ensure that work is done within budget and that all report deadlines and other milestones are met. Manage projects to ensure that work is done within budget and that all report deadlines and other milestones are met. Achieve utilisation rate set in PDR delivering profitable consultancy business. <p>Sales</p> <ul style="list-style-type: none"> Liaise with Managers to ensure all sales opportunities are being exploited to the maximum. Have personal sales target and delivery plan as appropriate Ensure all contracts sold deliver profitable business. Assist with tenders and proposals for new work Contribute to the identification and evaluation of new services and/or extensions to existing services <p>Marketing and profile</p> <ul style="list-style-type: none"> Support on developing materials and articles for placing on ADAS website and in the press Work with Manager to develop profile of self and ADAS in the market place. Attend suitable conferences or meetings to raise own profile and network with potential collaborators and clients. <p>Training</p> <ul style="list-style-type: none"> Develop knowledge and expertise to support delivery of ADAS work <p>Relationship to other parts of the RSK Group</p> <ul style="list-style-type: none"> Develop and maintain a healthy commercial relationship with other sectors within ADAS and the wider RSK group. Actively encourage the winning of profitable business for the RSK Group. In addition to your normal duties, you may occasionally be required to undertake additional work necessary to meet the needs of the business, without additional remuneration. <p>General</p> <ul style="list-style-type: none"> To manage and operate company systems and processes which includes: <ul style="list-style-type: none"> Adhering to company H&S procedures. Ensuring that all work is undertaken in accordance with our QMS procedures
Qualifications/Experience
<ul style="list-style-type: none"> Degree in Agriculture, Biology, geography or other relevant science-based subject. Relevant years' experience in agriculture or consultancy role Good time management skills The confidence to communicate effectively and accurately with a wide range of people, primarily on the phone and face to face Proficient in computer programs, particularly Microsoft Word, PowerPoint and Excel Data entry skills – including good mathematical skills Maintaining an organised filing system To work well on their own as well as in a team



I hereby agree that I have read and understood the job description.

Signed

Date

Name