

Agricultural consultant

Agricultural consultants give specialist advice to agricultural and farming businesses to help them with technical, financial and commercial matters.

As an agricultural consultant or adviser, you'll work to ensure your clients' businesses or enterprises are running as efficiently as possible. You'll need to be aware of the business and legislative implications of the advice you give.

Skills:

You will need to have:

- good communication skills, for establishing and developing relationships with clients
- marketing, negotiation and advisory skills, for the development of new business opportunities and the building of a client base
- technical and analytical skills with the ability to explain findings clearly
- the ability to work on your own initiative and as part of a team
- financial skills and the ability to manage budgets
- a full driving licence
- good attention to detail and accurate record keeping.



Qualifications:

A degree in agriculture or another relevant subject is usually required. The following subjects may increase your chances: agricultural engineering/animal or biological science/crop and plant science/environmental science/horticulture/soil science. Studying business management as part of a relevant degree course can be advantageous, particularly if you want to enter the business side of consultancy. Entry is sometimes possible with an HND (Higher National Diploma), although considerable relevant experience is also usually required. The most relevant subjects are agriculture and horticulture sciences. If you want to enter the technical side of agricultural consultancy, a Masters in a subject such as animal production or seed and crop technology may be helpful. If your research is in an area in which you will offer specialist advice, you may also consider completing a PhD. It may be possible to enter the business side of consultancy with a business degree backed up with knowledge and experience of the agricultural industry. Postgraduate business qualifications are not likely to give a particular advantage.

Working hours:

Working hours can be demanding and varied, depending on the season and clients' needs. Regular hours of 9am-5pm are uncommon, as clients may need to meet in the evenings or at weekends. Unsocial hours are typically worked especially in busy periods.

Salary:

- Starting salaries for consultants and advisers range from £20,000 to £27,000.
- With two to five years' experience, you could earn between £27,000 and £40,000.
- Experienced consultants with five or more years of experience typically earn £30,000 to £50,000+.

<https://www.prospects.ac.uk/job-profiles/agricultural-consultant>

