

Informa Agribusiness Consulting has a newly created opportunity for a business development-focused consultant with deep sector expertise, who is well versed in how to drive a consulting business to commercial success. In this role, the focus will be selling and overseeing delivering of consulting projects and owning and driving the commercial agenda for the consulting business. The Consulting Commercial Director will be a key member of the leadership team and a right-hand to the Global Director.

Informa Agribusiness Intelligence are experts in global agribusiness markets covering the full value chain, from inputs, through producers and food manufacturers, to transport, bio-energy and policy. We leverage our proprietary data, analysis, forecasts, information flow to deliver the timely customized projects you need to help you make key decisions to seize growth and investment opportunities.

We have over 140 in-house analysts and consultants in North America, South America, and Europe, as well as global network of associates and contacts in and beyond these regions and our expertise, is grounded in the identification of key issues that our clients face as well as firsthand experience gained from working in agribusiness for nearly 40 years.

ROLE AND RESPONSIBILITIES

Consulting sales

- Develop new and existing client relationships, and leverage to generate project sales
- Work closely with Sales account managers to develop the new business pipeline
- Manage the lead qualification, proposal, and bid stages for own consulting projects, including costing of all delivery resources
- As a result, help hit revenue targets for the consulting business

Consulting project delivery

- Manage consulting deliverables, delivering projects to client satisfaction
- Complete delivery of projects, as required
- Maintain project profitability

Commercial leadership

- Own the plan to deliver the budget – who will deliver what revenue
- Set BD targets for consulting team, allocate target accounts
- Liaise with Head of Sales on targets for sales team
- Liaise with Marketing on consulting marketing and campaigns
- Own tracking of BD activity
- Manage the pipeline of leads
- Own the forecast and forecast process
- Drive, influence and challenge peers on revenue generation
- Manage KPI dashboard and reporting
- Own periodic analysis of consulting business – profitability, types of project, types of client, win-loss analysis
- Recommend new commercial initiatives e.g. campaigns, client groups to target, etc.



Consulting Leadership Team

- Be an active member of the team managing and leading the business
- Help develop the consulting team, supporting recruitment, training, coaching mentoring

REQUIRED EXPERIENCE

- Senior experience in a consulting business, ideally one with international coverage
- Proven expertise in how to run and drive the commercial agenda of a consulting firm
- Extensive experience in the Agribusiness sector
- Proven business development skills and a network of contacts in the Agribusiness sector
- Excellent and proven client management skills
- Excellent and proven project and people management skills

To apply for this opportunity and develop your career within an industry-leading global brand, please send your CV and a cover letter and salary expectations quoting reference [APPLY HERE](#)

About Informa:

Informa's Business Intelligence (BI) division provides specialist data, intelligence and insight to our customers, helping them make better decisions, gain competitive advantage and enhance return on investment.

BI has a valuable portfolio of digital subscription products, providing business critical intelligence to global, regional and niche communities within five core industry sectors: **Pharma & Healthcare; Finance; Telecoms, Media & Technology; Maritime & Law** and **Agribusiness & Commodities**.

Informa is committed to equal employment opportunity for all employees and applicants for employment without regard to age, color, creed, disability status, gender, national origin, race, religion, sexual orientation or veteran status, or any other legally protected status.

