

**Farm Credit East, ACA
615 Minot Drive, Auburn, ME
800-787-3276**

CAREER OPPORTUNITY

POSITION: Business Consultant

LOCATION: Auburn/Presque Isle, ME Branch Office, Farm Credit East

GRADE: Commensurate with experience

SALARY RANGE: Commensurate with experience

REPORTS TO: Executive Vice President & Regional Manager

SUMMARY OF POSITION: This job provides high level consulting services for a fee to Farm Credit East clients in the areas of intergenerational transfer, estate/retirement planning, entity selection and implementation, business dissolution, profitability improvement and business planning/management. This position is expected to have seasoned knowledge in various business management topics including farm taxation, the interpersonal skills to work in a consultative manner with farm business people and the drive to seek out and sell sufficient consulting engagements to meet billing goals. This position requires travel primarily within Maine with occasional training/meeting travel to other parts of the Northeast.

COUNTIES SERVED: State of Maine.

TYPES OF AGRICULTURE: Farm Credit East is committed to serving all of the natural resource-based industries in the state of Maine including forest products, potatoes, commercial fishing, dairy, fruit (primarily blueberries) and specialty crops. Farm related businesses and part-time farmers are also within our target market.

PRINCIPAL ACCOUNTABILITIES/ESSENTIAL JOB FUNCTIONS: With minimal supervision, depending upon experience, the incumbent is accountable for:

1. **Customer Service** - Deliver high value/high quality consulting service by being impartial, accurate, innovative, a good facilitator, and a good communicator with the client and other professionals involved on the client's behalf.
2. **Program Profitability** - Contribute to profitability by pricing fairly, ensuring that all time and other resources are properly billed, using time effectively, controlling expenses and aggressively seeking to be more efficient.
3. **Marketing** - Increase sales of accounting services, business consulting and all Farm Credit East services by identifying follow-up needs for clients, assisting other staff in understanding and selling services and providing handoffs to other FCE staff.
4. **Teamwork** - Be an excellent team player by involving other accounting staff in engagements and working closely with loan officers and other service providers to keep them informed of the status of the client project.
5. **Special Projects & Member Relations** - Contribute as a member of the benchmark program teams and participate in Association and Maine/Northeast industry related organizations.

ESSENTIAL REQUIREMENTS/QUALIFICATIONS:

1. Undergraduate degree in agricultural economics, production agriculture, business or accounting. A Masters or MBA considered a definite plus.
2. Minimum of 5-10 years' experience in agribusiness, whether as loan officer, accounting, agribusiness management, or educator that demonstrates seasoned understanding and application of business management skills within the industry
3. Outstanding people skills with proven ability to listen, explain, motivate, facilitate and develop rapid credibility with clients.
4. Strong verbal and written communication skills, i.e., ability to communicate complex issues in terms the client can readily understand. This includes the ability to self-manage multiple client engagements and to complete the writing of follow-up reports in the designated turnaround time back to the client.
5. Ability to pass the Farm Credit Tax Specialist designation within first year of hire and becoming certified as a Business Consultant within 2 years.
6. Ability to travel as needed.

CONTACT: Apply online at <https://www.farmcrediteast.com/en/About-Us/Career-Opportunities.aspx> click "Apply Here"

APPLICATION DEADLINE: Open until filled

EEO/AA employer Minorities/Women/Individuals with Disabilities/Veterans