



## **Agricultural Business Advisor**

Matson Consulting, LLC is seeking an Agricultural Business Advisor to assist with research, client interactions, and document formation.

### **Company Information:**

For nearly 15 years, Matson Consulting has excelled in its mission of offering business expertise that enables rural business to succeed. We have worked within a broad spectrum of rural industries and with hundreds of entities to provide valuable analysis in the creation studies, plans, and reports. Over the years, our main focus has been the creation of feasibility studies and business plans for agricultural value-added and local food ventures. As the business has grown, we have extended our reach to include other businesses and significant work with development centers and local governments. For more information, please visit: [www.matsonconsult.com](http://www.matsonconsult.com).

### **Responsibilities:**

- Visiting/ interviewing clients to evaluate their business and/or technical requirements
- Assisting clients with business planning, grant programs, and new business ventures
- Translating complex findings into written text and graphics
- Preparing or modifying business plans, feasibility studies grant applications, and other documents
- Seeking and providing information on behalf of and to clients
- Collecting and analyzing data and research including agricultural industry and financial information
- Developing and enhancing complex financial models in MS Excel (assumptions, costs, revenues, financial statements, scenarios, sensitivities, funding requirements, and cash flow analysis)
- Analyzing financial information to forecast business conditions
- Interpreting data on price, yield, stability, economic influences, and other factors
- Organizing presentations for client meetings, conferences, and workshops
- Communicating effectively with clients, industry experts, and office personnel

Duties require frequent use of independent judgment and unstructured working hours that are dependent on the completion of general assignments. The position will also require a thorough understanding of basic business finance as well as the ability to communicate financial information in written form. Local and regional travel is required.

### **Candidate Preferences:**

- Located within South Carolina- this position requires daily involvement at our office in Aiken, SC.
- Experience or background in Agriculture or a related field
- Experience with farmer relations
- Finance knowledge/experience
- Outstanding team leadership experience, with a proven record in successfully advising and mentoring less experienced colleagues.
- Strong communication skills and client orientation, ability to listen and to influence without dominating the discussion
- Proven strategic skills and ability to work in teams
- Upper level writing abilities
- Experience with grant writing
- 5+ years experience in office setting or related field
- Proficient in Microsoft Office Word, Excel, and PowerPoint

### **Contact Information:**

Please send resume with attached cover letter to: [jshaw@matsonconsult.com](mailto:jshaw@matsonconsult.com)