



Dedicated to Land and Landowners Since 1946

## Hall and Hall Ranch Management Consultant

Hall and Hall, Inc. is seeking a knowledgeable and client-focused Ranch Management Consultant to provide expert advisor services to farm, ranch, and landowners across a diverse portfolio of properties. This role is ideal for a seasoned professional that excels at diagnosing operational challenges, developing strategic improvement plans, and guiding clients toward greater sustainability, profitability, and land stewardship. Hall and Hall's clients often expect a multifaceted approach to land ownership and management. The successful candidate will not only provide guidance concerning production agriculture, but also in recreational development, conservation planning, and multi-generational planning and management. This position will manage multiple client relationships while collaborating within Hall and Hall's Ranch Management Team and providing support across our business lines as needed.

### **Responsibilities**

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#### *Business Growth*

Not only maintain existing client relationships but also recruit new business. Utilize professional networks and Hall and Hall's network to grow our business across our service offerings.

#### *Support Across Business Lines*

Collaborate within Hall and Hall's Ranch Management Team. Work together with Hall and Hall's Real Estate Partners and Lending Team to provide information and support as needed. Our goal is to provide a full suite of services and knowledge concerning land ownership.

#### *Property Assessment & Advisory Services*

Conduct on-site evaluations of ranch operations, including livestock programs, pasture management, farm planning, operating infrastructure, staffing, and financial performance. Identify operational improvements and develop tailored plans that align with each client's goals and resources

#### *Financial Consulting*

Analyze and create ranch budgets, profit and loss statements, and enterprise performance. Provide guidance on cost efficiency, revenue diversification, and capital investment priorities. Help clients evaluate lease arrangements, land acquisitions, and agriculture related financial strategies.

#### *Operational Planning*

Design and recommend grazing management systems, herd health protocols, breeding programs, and land improvement strategies. Advise on carrying capacity, crop rotations, cattle and crop marketing, and sustainable land use practices.



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### *Conservation Planning*

Support the development of wildlife habitat and land stewardship plans.

### *Staff and Management Development*

Evaluate ranch personnel and management structures. Provide operational and planning support to ranch managers. Recruit, interview, and hire ranch managers.

### *Reporting & Follow-Through*

Deliver clear written reports, action plans, and performance benchmarks to clients. Conduct regular follow-up visits to assess progress and adjust recommendations. Maintain detailed records of all consulting engagements

## **Qualifications**

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- Bachelor's degree in an Agriculture or Natural Resources related field
- Deep expertise in agricultural business, livestock operations, farm management, and pasture management
- Excellent written and verbal communication skills; ability to present findings and recommendations to landowners, investors, and stakeholders
- Understanding of business and accounting principles
- Familiarity with mapping software, herd management software, and agricultural financial platforms
- Collaborative mindset and ability to work with a variety of people across multiple organizations
- Adaptive attitude that can quickly adjust to changes in workload and schedule

## **Working Conditions**

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This role is a combination of office work and on-site ranch work. Travel to client properties is expected; often in rural, remote locations, and sometimes to corporate boardrooms. The successful candidate will be able to communicate and conduct themselves accordingly to each situation. Availability for extended on-site visits during critical operational periods may be required.