** Joseph**

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**Proficiencies**

* Sales, Marketing Business Management, Operations & Management, Technical and Training roles in Agribusiness
* Hands on experience in handling R & D projects in the universities, Crop based regulatory field trials, and innovative pilot projects of scientific and economic interventions
* Regional and country level team management in multi business models covering agriculture, Biotech farming inputs, pesticides, seeds, contract farming production and pest control programs
* Implemented many international projects including mass mobilization of women and men self help groups, business plans for rural enterprises development income generation, Microfinance and buyback linkages for commercialization of horticultural products and value chains interventions by linking market support services
* Team leader in sales and Marketing to complete the tasks to accomplish the business growth
* Energetic, passionate, go getter in any business environment with wholistic involvement

**Education:**

**XLRI Jamshedpur**

*PGCBM, Business Management*, 2001 – 2003: Online MBA course 2nd batch: Alumni of XLRI-Jamshedpur

**Tamil Nadu Agricultural University**

***M.Sc., Agricultural Entomology***, 1987 – 1989 Activities and Societies: Dramatic society, Environmental camps, Gym and Entomological society and member

**Tamil Nadu Agricultural University**

***B.Sc., Agriculture***, 1983 – 1987 Activities and Societies: Literary society, Dramatic society, Judge for Gym activities and Student club member

**University of Madras**

***B.Sc., Zoology***, 1980 – 1983 Activities and Societies: Member Student Governing college council, college level elocution team member, quiz team

**Certifications: *Board Certified Entomologist (BCE)* from Entomological Society of America (ESA) 2012**

**Honors and Awards: Proficiency in Zoology:** Principal Jesuratnam Prize for outstanding student in Zoology at Voorhees College, March 1983

**TB awareness district level competition**: Won First prize with certificate from the district medical authority

**Volunteer work experience: Honorary director** for Vellore cluster: **Compassion international, USA, a child development project**

**Current profession:**

**Technical manager:**  Technical and training manager role in Ecovar Trading LLC company at Dubai from March 2018. Identifying the gaps in the product sales to improve with technical support, venture into the new markets like animal husbandry, Trialing of new products, collecting market intelligence for products, Entomological identification, training the clients and sales force and providing consultancies. Trading and Distribution Company with team of account manager to cater to the needs of pest control business clients.

**Previous experiences:**

**Agricultural Engineer as Senior Entomologist: Saudi Arabia since 2010 for Saudi Aramco contract**

Played key role in technical support, Quality assurance, and customer Services support for Saudi Aramco pest control units. Multi tasks like operations and management of service teams, Fleet operations, Public health, rodent control, termite control, horticultural pests, wood boring pests and animal health (veterinary) and Date palms Techno commercial support for elite customers in the hospitality industry and new initiative in structural engineering for exclusion tactics. Consultant to high-tech agricultural green houses and organic farms of executives

**Safety, Health and Environment (SHE)** functional role was performed in multi facility operations

**Agricultural Value Chains expert at USAID –DAI** May 2009 - November 2009 (7 months)

Kabul based USAID contractor DAI INC., USA as STA (SHORT TERM ASSISTANT) as Agricultural Value Chain Expert and submitted 30 interventions of Agri business value chains **for Small and Medium Enterprises in Afghanistan.** Adopted rural model of private and public partnership

**Country Program Development Manager at Hand in Hand Afghanistan Organization**

June 2007 - March 2009 (1 year 10 months) at Kabul and Mazar-e-sherif (Project) Started as Oversight consultant for Hand in Hand organization of Afghanistan, worked as farm (Agriculturist) project advisor for **UNDP** aided pilot projects on Almond and Melon at Northern and Eastern provinces. Programme development manager role to advise public private partnership projects through Enterprise development of rural areas of Afghanistan with World Bank support. This was a bottom up approach to be included in the Afghanistan Rural Enterprise development program. Served as interim **Country Director**

**Lead roles in Farm businesses:**

* 1. **Director at Agricultural Institute** May 2005 - June 2007 (2 years 2 months) at Tamilnadu for an integrated sustainable agriculture demonstration farm
  2. **Executive Director at Maxi yield Farm Solutions private limited** November 2003 - May 2005 (1 year 7 months) as an entrepreneur along with Agricultural professionals’ team for contract farm business in Tamilnadu dealing value added crops with assured income and farm solutions
  3. **Manager at pilot project of Mahindra Shubhlabh Services Limited (MSSL)** November 2000 - October 2003 (3 years) in roles as Agri centre manager, commercial manager (supply chain) and Business development Manager for new model, roll out of new franchisee models

**Agri inputs businesses: “Seeds”: Regional Manager Marketing (South) at Shriram Bioseeds India**

**private limited** June 2000 - October 2000 (5 months) for its Vegetable seeds marketing survey and potential identification, test marketing.

* **Regional Marketing Manager at Indo American Hybrid seeds India private limited** July 1998 - May 2000 (1 year 11 months) Regional marketing and development of seed business, seedling business, landscaping, green house business, aesthetic plants and consultancy for contract production in cotton and sunflower

**“Agrochemicals” (Crop Protection Business) and Biopesticides**

* **Regional Manager at Wockhardt (Biostadt India Limited)** July 1996 - June 1998 (2 years) Agrochemicals, Bio enzyme products, bio fertilizers and seed treatment chemicals for south Indian market with strong team of sales and development to achieve growth from mere 90 lakhs to 6 crore within 2 years.
* **Area Manager at Lupin Agrochemicals India Private limited (Cheminova)** June 1995 - June 1996 (1 year 1 month) Product development, area wise pesticides sales, sales campaign, sales promotion, farmer’s meetings, selling agent management and inventory control. Cotton, plantation crops and high yielding vegetables crops were focused
* **Techno Commercial Executive at Indofil Chemicals Company ICC** November 1991 - June 1995 (3 years 7 months) Development officer role as product development, new field trials, research institution liaison and crop potential market research. Regulatory purpose data creation and field level Crop marketing. Fungicide and Weedicide markets in south India were focused in marketing and Insecticides with bio agent sales in demand markets of both plantation and plain crops segments.
* **Senior Research Fellow at Tamil Nadu Agricultural University** August 1989 - October 1991 (2 years 3 months) Pioneering project of department of biotechnology under Government of India at TNAU was first of its kind for promoting bio control agents in pest control.

***Personal Details***

* Date of Birth: 1st January 1963
* Citizenship : Indian
* Passionate for Travelling, reading, listening to Music, loving nature are my hobbies
* Leadership qualities and willing to learn continuously & contribute more.
* Internet savvy, Used all intranet and mobile technology communication

June 1, 2018  **Joseph**