

International Business Development

Personal statement

I am an International Business Development Professional with over 17 years working experience across Agri-business, Technology and Manufacturing.

Engaged in exploring the inner workings of clients in a multitude of sectors including; Technology Manufactures, System Integrators, Implementation Contractors, Solutions Specialists, I successfully managed a wide range of company objectives, assumed multi level responsibilities, and brought forward measurable track record of performance.

I formulate, develop, and implement business growth strategies, and execute sustainable commercial growth initiatives, through the provision of enabling environments and critical investments in technology, infrastructure and human resources.

Aided by an extensive network of private and government industry contacts across the UK / Ireland / Australia and the Gulf Region,

Passionate about pursuing new business opportunities in the farming, food production technology, and international trade development sectors.

I spent the past 10 years working with private and government employers in the capacity of Consultant, Director of Operations, Business Development, Agriculturist, and Agri-Systems Specialist.

I am looking for a challenging role within a forward thinking organization, offering concrete value business opportunity, armed with entrepreneurial technology solutions, which are focused on growth through innovation and integrity of values, while contributing to the wider community benefit.

Key Skills

- International Business Development.
- Agribusiness Trade and Investment.
- Indoor farm operation and management .
- Project management and supply-chain analysis.
- Strategic planning and analytical skills.
- Cross-functional and multi-cultural leadership.
- Diverse market and sector oriented projects experience.
- Focus on adding value to the bottom line.
- Market research, market data analysis and reporting.
- Excellent interpersonal and relationship building skills.
- Multi Lingual (Arabic).

Employment History

Director, TNP Worldwide, London-UK

(Sept 2017 – Present)

A UK based start up Agri company focused on CEA (Controlled Environment Agriculture), specializing in soil-free cultivation, management and operation of indoor crop production, Hydroponics and Aquaponics set-ups in the UK and Internationally.

Responsibilities

- Founder and acting director of Agribusiness consultancy firm.
- Provide Tailor made consultancy services covering areas such as indoor farming, Agri investment, farm operations, business development, sales and marketing.
- Support food commodities and farming technology trading in the UK and Internationally.

Operations Director, Agri-Tech UK, London-UK

(April 2017 – Sep 2017)

Agri Tech is the leading UK Controlled Environment Agriculture (CEA) operator, that provides turnkey technology solutions, system integration and consultancy in the areas of: Hi Tech Indoor Vertical Farming, Hydroponic, Aquaculture, and Industrial Plant Production.

Responsibilities

- Provided turnkey technology solutions, system integration and consultancy in the areas of Hi-Tech Indoor Vertical Farming, Hydroponic, and crop production factories on industrial scale.
- Acted as business development representative and sole distributor for key soil-less farming technology manufacturers.
- Conducted detailed feasibility studies for the development and implementation of climate controlled agricultural production facilities in UK.

Achievements

- Presented UK Agriculture with crop production solutions that are practical, reliable, efficient, and revenue generating.
- Contributed towards projects that supported new agricultural technologies and food business communities in the UK.

Agri Business Consultant, Anexo Emirates, Abu Dhabi-United Arab Emirates

(Jun 2015 – Jul 2016)

Anexo Emirates is a Swiss Consultancy Firm specialized in technology and skills transfer, and has been an active adviser to several Government entities in the UAE since 2008. Anexo fosters 'GREEN' concepts projects on issues like renewable energy, green building, waste-to-energy, recycling, and sustainable agriculture.

Responsibilities

- Encourage investment in sustainable indoor crop production technologies.
- Involved in providing capacity building and technology transfer.
- Supported the development and modernization of new farming methodologies in Abu Dhabi and the Western Region.
- Prepared structured business models, and implementation plans for greenhouse soil-less farming technology integration.
- Provided risk analysis and management plans to enhance commercial viability.

- Identified improvements to the operational structures, production inputs, resource utilization, management of climate-smart technologies, system automation, and logistical infrastructure.

Achievements

- Increased fresh produce quality and yield, while lowering on-going costs of cultivation.
- Fostered greater local farming community participation.
- Facilitated investment in farm projects based on partnerships between public and private sectors.
- Encouraged more diverse local food production.
- Reduced cost and dependency on high quality fresh produce from overseas.
- Lowered fresh food production foot print locally.

Regional Manager, Invest Northern Ireland, Dubai-UAE

(Aug 2011 – Jul 2015)

Invest Northern Ireland is a UK Government organization that helps link Northern Ireland (NI) businesses to overseas partners to develop mutually profitable collaborations in international markets. Opened its Dubai office in 1994 to act as the regional hub for the GCC, and to perform as an incubation facility for NI companies. The organization's IMEA operations included offices in Jeddah, Mumbai, Bangalore, and Erbil.

Responsibilities

- Supported Northern Ireland companies access new markets and business opportunities to grow their exports and attract new foreign direct investment.
- Developed trading opportunities as part of Invest Northern Ireland's strategy to increase presence in UAE, Qatar, Oman, and Kuwait.
- Head a team responsible for providing trade development services to support the export business of Northern Ireland companies.
- Built and developed strong C-level relationships with targeted companies, stakeholders and influencers in the region and enabled fruitful Northern Ireland market penetration.

Achievements

- Developed and implemented business growth strategies that helped develop trade a bilateral relations in the Gulf region.
- Brought forward unique NI propositions and capabilities in the education and health sectors.
- Assisted over 15 multi sector companies set operations regionally, generating multi-million dollar business wins.
- Boosted NI economy by aiding business growth internationally.
- Contributed towards raising NI's profile as a viable trading destination in GCC Region.
- Facilitated tangible income generating engagements for client companies with leading food & Drink companies including: Trading, Distribution, Hospitality, Retail Chains, Consolidators, re-Exporters, Production, Processing, Supply Chain Operators, Cold Storage, Logistics.

Food Categories:

Meat Products:(Fresh / Frozen / Aged / Smoked): Lamb, Beef, Sea Food, Organic Salmon.

Dairy products: Milk, Milk Powder, AMF, Yogurts, Butter, Mozzarella Cheese, Cream.

Drinks: Bottled Water, Tea, Coffee, Health & Energy Beverages

Breads, Sweets & Confectionery, Food Ingredients, Dry goods, and Pre-Cooked meals.

Business Development Manager, Western Australian Trade Office, Dubai-UAE

(Jun 2009 – Jul 2011)

Western Australian Trade Office (WATO) is an Australian government organization that established its Dubai operations in 2002, in recognition of the increasing opportunities for the export of Western Australian (WA) products and services to the Middle East. Tasked with encourage commercial trade development, facilitating investment attraction, stimulating educational, tourism, and cultural ties between the two regions.

Responsibilities

- Encouraged and facilitate trade and investment within the major food commodities sectors including agriculture produce, meat and livestock, grains, and animal feed.
- Captured opportunities within the education, oil & gas, and mining sectors in the Gulf Region
- Provided commercial know-how, and hands on market access support.
- Identified business opportunities in established and emerging Middle East markets.
- Facilitated markets investigation and research collaborations.
- Secured export deals and joint ventures arrangements for WA goods and services
- Attracted Agri investment into WA agricultural opportunities and supply chain.

Achievements

- Facilitated new trade and investment opportunities for a range of WA clients.
- Secured significant supply opportunities for WA client including:
 - ✓ Agribusiness: livestock, Animal production, meat, fresh product, seafood, animal feed, and agricultural consultancy services.
 - ✓ Successful attraction of capital into Agribusiness projects in Western Australia

Education

Hydroponic Supply and Consultancy, **Associate's Degree, Advanced Certificate In Applied Management (Horticultural Technology) - 2017**

ACS Distance Education Australia — Nerang, Queens Land, Australia

Interior Design Diploma - 2000

Rhodec International - Brighton, East Sussex, United Kingdom

BBA, BACHELOR OF BUSINESS MANAGEMENT - 1997

Al-Ameen Institute. Of Mgt. Studies — Bangalore, Kartantaka, India

References

References are available upon request.