

## Paul JEANGILLE

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Belgian  
44 years old (Liège, October 16th, 1964)  
Married, 3 children



## Executive Director M.Sc. in Agronomy (Engineer)

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### Skills

#### **Management :**

- experienced manager with wide ranging business and IT experience within local government, plantations, agro-industries and international organisations
- executive management (production, financial, administration) of agro-industries and plantations,
- decision maker skills with considerable problem solving experience,
- experience of managing third party relationships,
- staff recruitment, mentoring and development,
- follow-up of investment programs (tenders, installation),
- yearly budget preparation.

#### **Environment :**

- management of organic matter and by-products from agriculture or agro-industries,
- Tesco and Globalgap process of certification...

#### **Horticulture (vegetable, fruits, ornamentals) :**

- vegetable productions, tropical, arid or semi-arid cultivation,
- hydroponics, soil mixes and composting,
- training and extension...

#### **Aid to developing countries :**

- project's administration and technical assistance missions,
- preparation for and writing of project documents,
- good knowledge of EU financing procedures,
- data collection, synthesis and presentation of project's achievements,
- international relationships (English and French),
- organisation of technical workshops, meetings, training...
- missions in Africa and Asia...

#### **Information technologies (see details on page 3) :**

- web development and architecture,
- internet technologies and multimedia,
- database and system administration (hardware and software, network supervision)...

#### **Publishing :**

- data collection and presentation (including internet web sites),
- management of publications on an international basis,
- publishing and translation of technical documents (from English and Spanish into French)...

#### **Construction and technical :**

- experience in several construction domains (plans, building, wiring, plumbing, heating...).
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## Professional experience

- 2008-2009** **Technical Adviser** of the banana export sector of Cameroon (EU) :
- managing the Technical and Financial Assistance program aimed to improve the competitiveness of the sector in respect of social and environmental standards of production,
  - strategic support to national authorities, the ECD and the actors in the banana sector,
  - update the implementation of the national strategy for the banana sector.
- 2005-08** **Executive Director** of plantations in Ivory Coast (annual production : banana 20 000 t, flowers 900 000 units, mangosteen 20 t, 7 million € annual turnover) :
- preparation of the yearly **budget** and investment scheme,
  - monthly technical and financial **reporting** to the parent company,
  - follow-up of the daily activities of the plantations (production, packaging, transport, administration, relations with bankers, suppliers and clients)
  - setting-up of monthly technical meetings between the **production** managers of the different plantations and weekly **administrative** meetings (logistic, accounting, personnel, quality...),
  - follow-up of the certification process (Tesco, Globalgap)
  - drawing up and management of the UE subsidies to the Ivorian banana sector.
- 2002-03** **Deputy plant manager** and **agronomy specialist** of a Belgian freezing company in Morocco (annual IQF production : strawberries 6 000 t, apricot 400 t, melons 600 t...) :
- supervision of the **fresh fruits supply** in quantity and quality,
  - setting up of a strawberry production farm,
  - follow-up of 50 producers (500 ha), especially concerning the **phytosanitary risks** (pesticides...),
  - supervision of variety trials (strawberry, melon and watermelon),
  - manage the process** industry according to the EU and Moroccan laws.
- 2000** **Agronomy specialist** for IFAD project's "*Support to small-scale vegetable producers in the Savannah region*" (Côte d'Ivoire) :
- description of the **farming systems**,
  - constraints and opportunities to the development of the vegetable sector,
  - identification of **potential improvements** of the sector through intensification and diversification,
  - capability of research and extension institutions and ways to improve it...
- 1999** IFAD **Expert** on vegetable market development in West Africa :
- overview of the main **opportunities and constraints** to vegetable market development in West Africa (production, marketing, potential to alleviate rural poverty),
  - assess institutions (public and private) operating in the seed sub-sector in West Africa...
- 1998-2001** **Software engineer** in an international IT company (based in Luxembourg) :
- development of Web portals (Java, HTML, Perl, JavaScript, Dynamo, SQL),
  - database gateway (XML, ColdFusion, Oracle 8), various applications...
- 2008-2009** **Freelance consultant** (setting up of the consulting office 'HORTUS Consult.') :
- 2004-2005**
- 1996-2002**
- drawing up of **business plans** (private plantations),
  - analysis of production costs and proposals to **reduce charges**,
  - several technical assistance and information **missions** (vegetable production),
  - drawing up and supervision of seed **production contracts** and **variety trials**,
  - organisation of technical **workshops** and meetings of international reputation,
  - synthesis of project's achievements, preparation for and writing of **project documents**,
  - data processing, **computerisation**,
  - translation** of technical documents (from English and Spanish into French),...
- Consultancies in **Africa** (Burkina Faso, Cape-Verde, Cameroon, Chad, Gambia, Guinea, Bissau-Guinea, Mali, Mauritania, Niger...) for FAO, IFAD, ICRC, EU, private companies...
- 1993, 1994** FAO **consultant** in China and 5 other Asian countries (Bangladesh, North Korea, Nepal, Pakistan, Thailand).
- 1992-1996** **Expert in vegetable production** at the FAO project "*Regional cooperation for the development of vegetable productions in West Africa (Coordination unit)*" covering **10 countries** and based in Senegal.
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## Languages

French (*mother tongue*)

English (*fluent*)

*written understanding* : Dutch, Spanish

*slight knowledge of* : German, Thai, Wolof

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## Computers

Skills in the PC **hardware** (central unit, peripheral, networks...).

Good knowledge of several **software** :

- Windows XP, 2000, NT (workgroup and server), Unix, Linux
- Internet (HTML, XML, JavaScript, ColdFusion, e-mail...) and Multimedia,
- Data bases (Access, Oracle), Spreadsheet, Word processor,
- Programming (PL/SQL, Java, slight knowledge of VB, Fortran, C...),
- Drawing : several bitmap (Paintbrush...) and vectorial (Corel Draw) software, etc.

**Self-taught**, I have a passion for new IT developments.

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## Associative experience

**2007-08** **Vice-president** of the Ivorian banana and pineapple growers association (OCAB),

**2005-08** **Member** of the Ivorian Union of Horticulture Producers (UPHCI),

**1994-97** Representative in Senegal for the Union of French speaking Belgians (**UFBE**),

**1993-96** Member of the International Society of Horticultural Sciences (**ISHS**),

**1992-09** **Private pilot** (600 flight hours) ; **flight instructor** (1995-97) at Dakar Flying-Club,

**1988-91** **Director** of the association Mensa Belgium-Luxembourg.

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## Publications

**1999** **IFAD** : *Vegetable market and development in West Africa.*

**1996** **FAO** : *Situation du secteur maraîcher dans les pays du R.A.D.HORT (Réseau Africain de Développement de l'Horticulture).*

**1994** **FAO** : *Fiche technique : Le compost.*

**1993** **Contribution** to the International Symposium on Alliums for the Tropics :  
*Onion production and constraints in the Sahelian countries of Africa. (Acta Horticulturae 358)*

**1991** **FAO** technical booklet on soil mixes production (English and French versions) :  
*Substrata for horticulture in subtropical and tropical conditions.*

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## Education

**1998** **Computers** : Oracle, PL/SQL, Forms, Windows NT, Visual Basic... – FOREM (LIEGE).

**1983-89** **'Ingenieur Agronome'** (*graduate with Honour*),  
State Faculty for Agricultural Sciences (GEMBLOUX - Belgium).

**1988, 89** Two research stays (2 and 5 months) in **Thailand** for the realisation of the M.Sc. thesis.

**1988-89** Extra courses in

- tropical and subtropical horticulture
- economy of developing countries
- remote sensing, photo-interpretation, photogrammetry

**1988** Information training course – Belgian Administration for Development Cooperation (AGCD).

**1987** Three months **training course** on tropical horticulture – Khon Kaen University (Thailand).

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