

## **Ahmed AARABE**

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: <u>aarabe.ahmed@gmail.com</u>

35 years, Maried, Morocco

## EDUCATION& TRAININGS

- > 14 November 2020
- > October 2018
- > 07 February 2017
- November 2015
- > December 2014
- November 2014
- > September 2012
- > June 2007

## Ph.D & Agronomist Engineer

Agronomic & Veterinary Hassan II Institute
Horticultural Complex Of Agadir
&
University Ibn Zohr \_ENSA Agadir

- Ph.D in Engineering Science and Techniques.
   Specialty: Biotechnology and crop protections from University
   Ibn Zohr \_ENSA Agadir
- > Businesses English courses in EF Cambridge-UK
- > Training on Management and leadership in Amiens-France
- > Sales training in Rotterdam
- Training in Budapest on database management & B.O.
- > Training in Almeria-Spain on the varietal selection of tomato
- State Engineer in Agronomy (Option: Horticulture), from IAV Hassan II.
- ➤ Baccalaureate series experimental sciences, in khenifra-Morocco.

## **PUBLICATIONS**

> April 2019

➤ The Occurrence of Major Viruses Infecting Zucchini Squash (Cucurbita pepo L.) in Morocco in European Scientific Journal April 2019 edition Vol.15, No.12 ISSN: 1857 – 7881 (Print) e - ISSN 1857-743 Doi:10.19044/esj.2019.v15n12p188

> 16 August 2018	First wonget of available ashid home valleyes views from Manages
> 16 August 2018	First report of cucurbit aphid-borne yellows virus from Morocco.
	Received: 11 June 2018 /Accepted: 7 August 2018 in Australasian
	Plant Pathology Society. Published 16 August 2018 Page 28-29.
> May 2018	> Poster « Occurrence and geographical distribution of ZYMV
	infecting zucchini squash in Morocco». 70th International
	Symposium of Crop Protection University of GHENT Page 132, 21
	May 2018.
> 20 June 2017	> Molecular characterization of Beet necrotic yellow vein virus
	(BNYVV) infecting sugar beet in Tadla. Received: 19 June, 2017
	Published 20 June 2017 in Morrocan Journal of Agriculture Science
	Pages 10-13,
EMPLOYMENT EXPERIENCE	
> January 2019-In progress	> Area Business Manager Med Hermes vegetables seeds Maghreb and West Africa
	Sales Manager with a demonstrated history of working in production and technology development of vegetables. Skilled in negotiation, business planning, operations management and good sales ability.
	✓ Development of seeds business in Maghreb area,
	✓ Define the road to market of products,
	<ul><li>✓ Driving Sales activities with key accounts and distributors,</li><li>✓ Elaborate the Launch plan of varieties,</li></ul>
> August 2018	<ul> <li>Market Development Representative Cucurbits and Brassicas Maghreb&amp; WA at Bayer CropScience vegetable seeds (After Monsanto acquisition by Bayer)</li> </ul>
	✓ Establishment, management and evaluation of pre-commercial and
	commercial varieties,
	<ul> <li>✓ Driving first sales for direct market,</li> <li>✓ Deliver Market intelligence data and determine launch plan,</li> </ul>
	✓ Managing the pipeline and distributor allocations,
	✓ Define and implement programs of promotion and technical
	<ul> <li>animation with growers,</li> <li>✓ Establish close relationships with key customer to ensure the transfer of technical knowledge,</li> </ul>

> November 2017	> Technology Development Representative Maghreb at Monsanto
	✓ Leading the Trial Plan for all cucurbits and brassicas crop in Morocco, Tunisia and Algeria and in charge of developing the future varieties portfolio to deliver the expected growth in Maghreb.
> August 2016	> Technology Development for Tomato GRH/ Pepper/Beans- Monsanto-Morocco
	<ul> <li>Establishment, management and evaluation of pre-commercial and commercial varieties,</li> </ul>
	✓ Deliver Market intelligence data,
	✓ Coordination and development at the Morocco level of the Solanum portfolio,
	✓ Define and implement programs of promotion and technical
	<ul> <li>animation with growers,</li> <li>✓ Establish close relationships with key customer to ensure the transfer of technical knowledge,</li> </ul>
	✓ Advancement of new varieties and involvement in their launch plan,
➤ March 2014	> Trial officer cucurbit and solanum at Monsanto company
	✓ Supervision of tomato, pepper and beans on different locations in Morocco,
	My responsibilities are setting up trials, monitoring and measuring the performance of varieties, providing an analysis of the potential of these new developed cultivars and based on trial results providing to make decision which cultivars will be successful,
> June 2013	> Technical Manager at Qualiprim in Agadir
	> Farm Manager Qualiprim
	✓ Technical and phytosanitary management of Tomato in soilless conditions,
	<ul> <li>✓ Responsible for testing COCO-PEAT substrates performance in Qualiprim,</li> </ul>
	✓ Follow up Tomato fruits quality in packaging house,
> September 2012	Coordinator of agricultural projects within the hydroagricultural company ELOUADDATE-Marrakech
LANGUAGE KNOWLEDGE	Arabic: Mother Tongue,
	Berber: Fluent,
	French: Fluent,
	English: Fluent,

Job Skills	<ul> <li>Agribusiness Expertise</li> <li>Strategic sales plans, Business intelligence, KPI's</li> </ul>
	Statistics and Scientific Research
	➤ Biotechnology and crop protection
	Distribution network management and customer portfolio,
	➤ Variety selection,
	➤ Leadership,
	Negotiations,
	Irrigation, fertilization and phytosanitary protection of plants,
IT TOOLS	High knowledge level of Word, Excel, Power Point, BO, Spotfire
Activities	Active member of the organizing committee of FORUM AECHA-
	ENTREPRISES 2010 and involvement in the realization of its conception,
	<b>2010-2011: Vice President of AECHA</b> : Realization of the design of the
	AECHA-ENTREPRISES FORUM 2011,
	<b>2012: Adviser</b> of AECHA and active member of SIFE IAVCHA
	<b>Hobbies</b> : Sport and travel,
	Driving license type B.