

# Soufiane Talmoust

Agribusiness & Poultry Sector Development Specialist | Value Chain Analyst

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## PROFESSIONAL SUMMARY

Agribusiness development specialist with 8+ years of experience conducting rapid market diagnostics, value chain assessments, and investment feasibility studies across 15+ countries in Africa and the Middle East. Proven track record advising poultry producers, hatcheries, and agricultural integrators on equipment selection, system optimization, and operational efficiency improvements. Combines hands-on production expertise (broiler, breeder, and hatchery systems) with analytical capability to identify market bottlenecks, assess private sector investment viability, and provide policy-level recommendations for food security initiatives.

**Core Competencies:** Value Chain Analysis • Market Diagnostics • Feasibility Studies • Private Sector Development • Food Security Assessment • Stakeholder Engagement • Technical Assistance • Policy Advisory • Investment Risk Analysis

## TECHNICAL EXPERTISE

|                          |   |                            |   |
|--------------------------|---|----------------------------|---|
| <b>Sector Analysis:</b>  | Poultry value chains, feed economics, hatchery systems    | <b>Assessment Methods:</b> | Rapid market diagnostics, supply-demand gap analysis  |
| <b>Project Types:</b>    | Feasibility studies, investment analysis, policy advisory | <b>Production Systems:</b> | Broilers, breeders (Ross strains), layers, hatcheries |
| <b>Stakeholder Work:</b> | Public-private interface, capacity building, training     | <b>Languages:</b>          | English (Fluent), French (Fluent), Arabic (Fluent)    |

## PROFESSIONAL EXPERIENCE

### Sales Manager – Africa & Middle East | Val-Co

May 2017 – Present

- Led technical advisory services for poultry production projects across 15+ countries in Africa and the Middle East, providing equipment selection guidance and system design recommendations to optimize operational efficiency for hatcheries, broiler farms, and integrated producers.
- Conducted rapid market assessments to evaluate regional poultry investment opportunities, analyzing supply-demand dynamics, cost structures, and competitive landscapes to inform private sector decision-making.
- Built and managed a regional dealer and distributor network spanning Africa and the Middle East, establishing partnerships that expanded market access for poultry production equipment and technical services.
- Provided technical planning support for large-scale keynote projects, coordinating with stakeholders to ensure alignment between equipment specifications, production goals, and investment timelines.
- Developed deep market intelligence on regional poultry sectors, tracking feed price transmission, day-old chick (DOC) pricing trends, and investment behavior patterns to advise clients on market entry strategies.

### Poultry Production & Agribusiness Consultant | Independent Projects

[START DATE] – [END DATE]

- Managed hands-on broiler and breeder production operations (Ross strains), overseeing flock management, biosecurity protocols, and production performance optimization across multiple facilities.
- Led planning and development activities for hatchery and poultry production projects in Morocco, Côte d'Ivoire, and the Middle East, from initial feasibility assessment through implementation planning.
- Conducted investment feasibility analyses for prospective poultry ventures, evaluating supply-demand gaps, regulatory constraints, infrastructure requirements, and projected returns to inform go/no-go decisions.
- Assessed market entry barriers and operational risks for emerging market investments, providing actionable recommendations on site selection, production system design, and regulatory compliance.

## EDUCATION

### Bachelor of Science in Agricultural Engineering – Animal Production Systems

Iowa State University, Ames, Iowa, USA | Graduated May 2017

## GEOGRAPHIC EXPERIENCE

**Africa:** Morocco, Algeria, Côte d'Ivoire, Burkina Faso, Kenya, Sudan, Senegal, Uganda, Tanzania, Egypt

**Middle East:** Saudi Arabia, United Arab Emirates, Kuwait, Bahrain, Jordan

## Consultant Profile

Soufiane Talmoust — Agribusiness & Poultry Sector Specialist

### Availability & Engagement Preferences

**Availability:** Available for short-term international and national consultancy assignments (5–20 days per mission).

**Engagement Types:** Technical assessments, rapid market diagnostics, value chain studies, feasibility analyses, policy advisory missions, private sector diagnostics, training and capacity building.

**Target Organizations:** Open to engagements with FAO, UNDP, UNFPA, IFAD, World Bank, and related international development institutions and projects.

### Core Areas of Expertise

- ✓ Poultry sector market analysis (Africa & Middle East)
- ✓ Poultry value chain assessment
- ✓ Hatchery economics and DOC pricing analysis
- ✓ Agribusiness feasibility studies
- ✓ Private sector diagnostics for food security
- ✓ Investment risk assessment in emerging markets

- ✓ Rapid livestock market diagnostics
- ✓ Bottleneck identification and resolution
- ✓ Feed cost structure and price transmission
- ✓ Hatcheries, feed mills, breeders, broilers, layers
- ✓ Public-private interface and policy advisory
- ✓ Short-term international technical missions

### Production Systems Experience

**Broiler Production:** Hands-on experience managing commercial broiler operations, including flock management, feed optimization, and production performance monitoring.

**Breeder Operations:** Experience with Ross strain breeder production systems, including biosecurity protocols and fertility management.

**Hatchery Systems:** Expertise in hatchery economics, incubation management, and day-old chick quality assessment and pricing.

**Feed Economics:** Deep understanding of feed cost structures, ingredient sourcing, price transmission dynamics, and impact on production profitability.

### Languages

**English:** Fluent (Professional Working Proficiency)    **French:** Fluent (Professional Working Proficiency)    **Arabic:** Fluent (Native)

### Declarations

Independent consultant with no conflict of interest with public institutions.

Private sector activities can be disclosed upon request.

Available to provide references from previous technical engagements upon request.