

CURRICULUM VITAE

JULIUS KIPLANGAT MUTAI

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OTHER PERSONAL DETAILS:

DATE OF BIRTH: 08th May, 1978

SEX: Male

MARITAL STATUS: Married

NATIONALITY: Kenyan

RELIGION: Christian

LANGUAGES: Kalenjin, Lingala, English and Kiswahili

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OBJECTIVE:

To exploit my skills, energy and experience geared towards attainment of Millennium Development Goals and Kenya Vision 2030

EDUCATION BACKGROUND

Date	School/College	Examination & Grades Obtained
2008 – 2013	Egerton University/University of Pretoria Department of Agricultural Economics and Agribusiness Management	MSc. Agricultural Economics and Applied Economics (Research Topic: Farmers' Participation And Performance Analysis of Grain Warehouse Receipt System In Nakuru District, Kenya)
1998 - 2003	Egerton University Department of Agricultural Economics and Agribusiness Management	BSc. Agricultural Economics (Award: Second Class Honors,)
1993 -1996	Tengecha Boys High School	KCSE Exams; Mean grade of B plain.
1985 -1992	Chemaner Pri. School	KCPE Exam; B+ plain (521 marks)

PUBLICATIONS:

Mutai J.K., Mshenga P.,Njehia B.K and Kosgei G.K.(2013). Socio-Economic Factors Influencing Farmers' Participation in Grain Warehouse Receipt System and the Extent of Participation in Nakuru District, Kenya. The international institute for Science, Technology and Education. *Journal of Economics and Sustainable Development* (Online)

Mutai J.K., Mshenga P.,Njehia B.K and Ngenoh E.K.(2015). Comparison of maize marketing costs and returns under Grain Warehouse Receipt System with other post-harvest trading options in Nakuru District, Kenya *Journal of Agriculture and Veterinary Science* (Under review)

WORK EXPERIENCE:

Date & Position	Duty(s)
September 2018 to Date Status : Sales Executive, Agri-nutrients SABIC Kenya Ltd.	<ul style="list-style-type: none"> • Grow Agri-nutrients Business in the private and the public sectors. • Maintaining relationships at international, national and county level with both technocrats and key decision makers and represent the Brand at industry as well as farm level events. • Attainment of stipulated sales targets. • Responsible for sales and marketing activities of the business across East Africa. • Representing the company at various meetings, conferences and exhibitions.
August 2015 to June 2017, Status: Head of Fertilizer sales KEL chemicals Ltd	<ul style="list-style-type: none"> • Maintain a department organizational structure sufficient to meet all goals and objectives • Developing sales strategies and setting targets • Motivate the sales team • Provide for ongoing training of the sales team • Manage relations with other departments such as Product development , Finance and production • Execute annual plans for the Organizations Product range including value, volume and margin targets. • Participate in Tenders. • Forge profitable relationships with potential clients, and ensure the ambitious growth targets of the company are met • Offer technical support to farmers by using optimum quantity of fertilizers • Work with the Product Development department to find and successfully implement new blend of fertilizers to keep ahead of the industry. • Perform agronomic issues for all the fertilizers, work closely with the key clients to build upon existing relationships such as the NCPB, research institutions and other Government agencies • Identify new business and product testing opportunities

	<ul style="list-style-type: none"> • Develop channel and market strategies for area distribution encompassing outlet coverage, availability and visibility. • Implement and administer sales systems, reporting, distributor policies, stock norms, application of credit and discounts, billing and collections. • Develop Sales promotion plans for delivering sales volumes • Analyze sales outlet performance at regular intervals to initiate corrective action. • Ensure periodic meetings at customer outlets to calibrate customer expectations, understand competitor plans in order to proactively counter competitive action
Jan 2015 to August 2015, Egerton University, Position: Part time Lecturer Department of Agricultural Economics and Agribusiness Management	Lecturing and examining students on Principles of marketing, Research methods and Agricultural Value chains analysis.
16th sep-22nd December 2014, HORTINLEA project (Egerton University, Humboldt University, Leibniz University) Status: Field Supervisor	<ul style="list-style-type: none"> • Coordinate and supervise all enumeration activities in the sites during data collection process • Monitor, check and access the quality of work of the enumerators • Review the completed questionnaires during discussions for completeness, consistency and information accuracy. • Conduct focus group discussions on food security • Recording of Global Positioning System(GPS) for research participating households • Data entry and cleaning using SPSS and STATA
July 2012 to July 2015, Status: Consultancy on project basis AGRICOM Consultants Ltd Contact: nnwaiyaki@gmail.com	<ul style="list-style-type: none"> • Assist communities in Full Proposal Development for Community Development Trust Fund (CDTF) projects. Regions of jurisdiction: Coast, Central and North Eastern • Community mobilization and training on savings and credit mobilization • Conduct household baseline surveys for National Irrigation Board (NIB), JICA, Gatsby Rice and CIMMYT maize mechanization projects. • Data entry and cleaning • Analyzing using EXCEL,STATA and SPSS • Writing reports on research findings.
26th August-13th September 2013. Status: Questionnaire Administrator. African Investment Climate Research (AFRICRES), South Africa.	<ul style="list-style-type: none"> • Administering the questionnaires to Ten Farmer Organizations in Kenya • Administering the questionnaires to four service providers in Kenya • Gathering Contact details of Farmers Organizations and Service Providers in Kenya • Sensitizing Farmers' Organizations of the 2013 Farmer Organization of the Year Award

Contact: killian@africagrowth.com	
<p>Feb-May 2013 Status: Consultancy(Policy, Lobby and advocacy)</p> <p>The National Potato Council of Kenya(NPCK)</p> <p>Email:npck@npck.org</p>	<p>Under 'Enhancing Adoption of Harmonized Seed Standards, Regulations and Procedures In Eastern and Central Africa' Project, the following were my responsibilities;</p> <ul style="list-style-type: none"> • Development of survey tools for Appraisal of adoption of Harmonized Seed Standards, Regulations and Procedures (HESSREP) in participating countries. • Identifying the need of domesticating Harmonized Seed Standards, Regulations and Procedures (HESSREP) in participating countries. • Developing of a plan for Domestication and implementation of Harmonized Seed Standards, Regulations and Procedures (HESSREP) in participating countries. • Formation of country based task force and stakeholders platforms in participating countries. • Developing of Terms of Reference for country based task force. • Organizing of training workshops on strategy for developing roadmap and lobbying aimed enhancing domesticating Harmonized Seed Standards, Regulations and Procedures (HESSREP). <p>Under 'Upscaling Innovations for Quality Seed Potato Production in Eastern and Central Africa' project, the following were my responsibilities;</p> <ul style="list-style-type: none"> • Identifying current bottlenecks and champions in potato seed production with stakeholders in potato industry. • Training farmers on Irish potato production and marketing • Identifying of possible solutions to improve potato seed production with stakeholders in potato industry • Drafting roadmap to develop protocols for quality declared seed with stakeholders in potato industry.
<p>23RD February 2004 – 1ST Aug 2009: Sales coordinator, Farm Input Promotions Africa</p> <p>Contact: fipsafica@yahoo.com</p>	<ul style="list-style-type: none"> • Sales coordination of agro chemicals • Training farmers on good agricultural practices for horticultural crops and grains. • Dissemination of modern farming technologies to farmers • Training farm inputs stockists and farmers on safe and effective use of pesticides • Training farmers on negotiation skills and marketing of agricultural inputs. • Preparation of crop demonstration plots and organization of Agricultural exhibitions and trade shows • Advising fertilizer companies in blending, packaging and distribution appropriate fertilizers and other soil amendments Formulation and setting of agricultural demonstrations • Training community members in research /demonstrations • Identification of farm input wholesalers and stockists to ensure timely availability of appropriate farm inputs to farmers

	<ul style="list-style-type: none"> • Train community on Organizational Development, Legal Issues and Arbitration in Grain Trade • Develop and implement methodology to increase adoption of appropriate farm inputs by farmers and in particular to: • Liaise with the Ministry of agriculture and NGOs to promote use of appropriate farm inputs at community levels • Recruit community members to promote use of appropriate inputs at community levels • Implement a system of monitoring and evaluation to determine the impacts of the projects at the stockists and small scale farm levels • Writing monthly reports on work progress
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CORE STRENGTHS ON TRAINING AND PROFESSION

<u>Training/Profession</u>	<u>Relevance</u>
Agricultural Economics	Adequately trained on Agricultural and other socioeconomic Issues which also included skills in Research and Analysis techniques. provided skill in data analysis (econometrics) and producing evaluation reports
Personal Attributes in a work place	Honest, punctual, team player, positive and meet targets, works with minimum supervision. Flexible and adopt to any working environment Has widely traveled to a multi ethnic region, international experience in Tanzania and South Africa and also worked in hardship environment.

HOBBIES:

Traveling
Watching sports mainly, Athletics, Football and Boxing

REFEREES:

1. Professor Patience Mshenga Lecturer : Department of Agricultural Economics and Agribusiness Management, Egerton University Tel No. +254722 361991	2. Professor Bernard Njehia Lecturer : Department of Agribusiness Management and Trade, Kenyatta University Tel No. +254722488337	3. Mr. Nicholas Waiyaki Managing Director, Agricom Consultants Ltd +254722268999
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