

# Resume

1. **Family name** Garnier
2. **First name** Benjamin
3. **Date of birth** 2/28/91
4. **Nationality** France
5. **Civil status**
6. **Education**

Years	Institution	Degree(s) or Diploma(s) obtained
2011-2015	French National School of Agricultural Science and Engineering of Toulouse (INP ENSAT)	Diploma in Agricultural Engineering, Specialty : Quality of the environment, Resources management
2013	University of Kwazulu Natal, Durban, South Africa	Exchange - Ecology of communities, Biogeography, GIS & remote sensing
2009-2011	Preparatory class - Grandes Ecoles BCPST – Lycée Hoche (Versailles)	Entrance exams for Grandes Ecoles of Agronomy

## 8. Member of a professional organization

9. **Current position** Project Manager / Agriculture & Market / France

10. **Years of experience** 10 years

## 11. Key qualifications

### Expert in analysis of agricultural and forestry projects

- Assembly and coordination of projects.
- Feasibility studies for investment funds.
- Technical analysis of production and processing systems.
- Study of agricultural markets.
- Analysis of value chains and analysis of the social and environmental impacts of projects.

## 12. Professional experience

Dates	Location	Company	Position	Description
Since March 2017	West Africa (Cote d'Ivoire, ...)	NITIDAE (ex-RONGEAD)	Project Officer / Expert Junior	<ul style="list-style-type: none"><li>• Junior Expert for N'kalo (commercial advisory service) - analyst of the cocoa Ivorian market.</li><li>• Junior Expert in market studies analysis, agricultural value chains studies and sectors analysis.</li><li>• Business Planning – Financial and Operational modelling.</li><li>• In charge of several parts of the project cycle management, including project design, project planning (based on the logical framework methodology), follow-up, monitoring and evaluation of the implementation of the project activities. Responsible, routine management of the operational execution, and financial and technical reporting.</li></ul>
2016-2017	West Africa	ONF International	Project Officer / Coordinator (Project development for The Moringa Fund)	<ul style="list-style-type: none"><li>• Technical Feasibility studies (missions in sub-Saharan Africa and Latin America).</li><li>• Market and value chain analysis, Business Planning.</li><li>• Environmental, Social and Governance risk assessment.</li><li>• Project coordination – Partner relations.</li></ul>
2015-2016	West Africa	The Moringa Fund	Investment Analyst / Technical Advisor	<ul style="list-style-type: none"><li>• Agroforestry investment project analysis – Financial modelling.</li><li>• Business Planning.</li><li>• Market studies – Value Chain analysis.</li><li>• Feasibility Studies - Environmental and Social risk assessment.</li><li>• Preparation of projects cases for Investment Committees.</li></ul>

### DETAILED TASKS ASSIGNED

2017-2018	Cote d'Ivoire	Diverse	Expert in Agriculture, Market analysis, Value chain & Process	<p><b>Project/Mission :</b> Business planning for private project sponsors wishing to develop cashew processing projects in Cote d'Ivoire.</p> <p><b>Main project features :</b> Carrying out business plans (operational and financial models) with communication documents and market studies on the cashew sector. Assistance to project holders in research funding and in finding sales and technical arguments for private banks and financial institutions.</p> <p><b>Activities performed :</b> Operational and financial modelling, business planning, design of cashew factory, market analysis.</p>
2018	Mali	LuxDev	Project Officer / Expert in Agriculture and Markets	<p><b>Project/Mission :</b> Study on market dynamic and trade flows in rice, sesame and fonio sectors, in east Mali.</p> <p><b>Main project features :</b> Analyse market dynamics for the 3 sectors (rice, sesame, fonio) and issues linked to marketing. Evaluate trade flows in the country, into and from bordering countries and other potential exports markets. Make technical and operational recommendations in the MLI/021 Program of LuxDev so as to improve the marketing of these products.</p> <p><b>Activities performed :</b> Field study, reporting, interviews, data collection and analysis, market and value chain analysis.</p> <p><b>Expertise in agriculture and markets:</b></p> <ul style="list-style-type: none"> <li>• Market study</li> <li>• Sector study</li> <li>• Logistic chain study</li> <li>• Operational planning</li> </ul>
2017	Cote d'Ivoire	Confidential	Expert in Agriculture, Markets, Value chains and Process	<p><b>Project/Mission :</b> Technical and financial Feasibility study for the implementation of a cashew-processing unit in Cote d'Ivoire.</p> <p><b>Main project features :</b> Study to support ivoirian entrepreneurs in the development of a cashew-processing project with a capacity of 30,000T/year : a complete design of the project on a technical and financial side; a cashew market study; a technical, operational and financial modelling and the business plan; linking key actors of the sector with technical partners.</p> <p><b>Activities performed :</b> Operational and financial modelling, business planning, design of a cashew-processing factory, market analysis.</p> <p><b>Expertise in agriculture, markets, value chains and process :</b></p> <ul style="list-style-type: none"> <li>• Cashew market study (international, subregional, national)</li> <li>• Cashew sector study in Cote d'Ivoire</li> <li>• Logistic chain study</li> <li>• Design of a cashew-processing factory</li> <li>• Business Planning</li> <li>• Financial modelling</li> </ul>
2017	Togo	The Moringa Fund	Expert in agriculture, markets, value chains & process	<p><b>Project/Mission :</b> Technical and Market Due Diligence of Jus Délice – Certified organic pineapple juice processing project.</p> <p><b>Main project features :</b> Scalling up of a pineapple processing plant to export single-strength organic juice. The partner is a significant exporter of organic fruit in Togo. The expertise was focused on the pineapple juice market, supply capacity, logistic chain, production, processing and social &amp; environmental recommendations.</p> <p><b>Activities performed :</b> Field study, reporting, interviews, data collecting &amp; analysis, business planning, market study, value chain analysis, production planning.</p> <p><b>Expertise in agriculture, markets and value chains :</b></p> <ul style="list-style-type: none"> <li>• Pineapple and pineapple juice market study</li> <li>• Pineapple sector study in Togo</li> <li>• Logistic chain study</li> <li>• Operational planning and past performances study of the company</li> </ul>
2017	Benin, Togo, Cote d'Ivoire, Burkina Faso, Mali, Senegal	ETC TERRA-RONGEA D then NITIDAE / Diverse	Agronomist / Investment analyst	<p><b>Project / Mission :</b> Market study on farm inputs in West Africa and market potential for organic inputs.</p> <p><b>Main project features :</b> The main goal of this market study at a subregional level is to establish a state of production on "farm inputs" of 6 countries (Mali, Senegal, Burkina, Cote d'Ivoire, Togo and Benin) and to analyse the role of each actor in the value chain. The study must lead to conclusions and recommendations for the client in order for him to make strategic decisions on further growing its business in West Africa.</p> <p><b>Activities performed :</b> Field study, reporting, interviews, data collecting &amp; analysis, business planning, market study, value chain analysis.</p> <p><b>Expertise in agriculture and markets:</b></p> <ul style="list-style-type: none"> <li>• Market study</li> <li>• Sector study</li> <li>• Logistics chain study</li> <li>• Operational planning</li> </ul>

2016	Benin (Borgou)	The Moringa Fund	Agronomist / Investment analyst	<p><b>Project/Mission :</b> Technical and Market Due Diligence of Tolaro Global SARL – Large scale cashew processing project in Benin.</p> <p><b>Main project features :</b> Scaling up of a cashew processing plant (from 3 000 to 20 000 t/yr) associated to the creation of a roasting unit to add value to agricultural raw material and climb up the value chain for Beninese operators. Development of technical assistance and support for cashew nut producers.</p> <p><b>Activities performed :</b> Field study, reporting, interviews, data collecting &amp; analysis, business planning, market study, value chain analysis.</p> <p><b>Expertise in agriculture, markets and value chains:</b></p> <ul style="list-style-type: none"> <li>• Market study on cashew tree</li> <li>• Cashew sector study in Benin</li> <li>• Logistics chain study</li> <li>• Operational planning and factory performance study</li> </ul>
2016	Kenya (Kwale County)	The Moringa Fund	Agronomist / Investment analyst	<p><b>Project/Mission :</b> Feasibility Study for the development of an agroforestry project in Kenya associated with the creation of a veneer plant.</p> <p><b>Main project features :</b> Development of an agroforestry farm producing wood, ginger and moringa. Creation of an outgrowing scheme producing ginger and moringa (to produce essential oil) as well as wood for the development of a veneer value chain. Creation of a veneer plant.</p> <p><b>Activities performed :</b> Field study, reporting, interviews, data collecting &amp; analysis, business planning, market study, value chain analysis.</p> <p><b>Expertise in agriculture, markets and value chains:</b></p> <ul style="list-style-type: none"> <li>• Wood and veneer market study</li> <li>• Essential oil sector study</li> <li>• Kenyan Forest sector study</li> <li>• Logistic chain study</li> <li>• Operational planning</li> </ul>
2016	Rwanda	The Moringa Fund	Project Officer / Agronomist	<p><b>Project/Mission :</b> Tea Market study at an global scale and strategic positioning of an agro-industrial tea project in Rwanda.</p> <p><b>Main project features :</b> Market study on the tea sector at a global scale, with a focus on the East African tea. Analysis and strategic positioning of a tea agro-industrial project in Rwanda.</p> <p><b>Activities performed :</b> Market study, Business planning.</p> <p><b>Expertise in agriculture, markets and value chains :</b></p> <ul style="list-style-type: none"> <li>• Tea Market Study (international, subregional, national)</li> </ul>
2016	Brazil (Mato Grosso)	ONF International	Project Officer / Agronomist	<p><b>Project/Mission :</b> Feasibility Study for the development of a coffee based agroforestry project in the Fazenda Sao Nicolau (Mato Grosso State)</p> <p><b>Main project features :</b> Assess the feasibility of developing a coffee based agroforestry system in the Fazenda Sao Nicolau (carbon sink developed by Peugeot and ONF International in the Mato Grosso region) in order to integrate the project to the development of the local economy and generate additional revenues for the project while conserving the carbon sink role of the fazenda.</p> <p><b>Activities performed :</b> Design of the agroforestry system, data collection and analysis, reporting, business planning, market and value chain analysis on the coffee sector (international, regional, national), value chain analysis at a local scale.</p> <p><b>Expertise in agriculture, markets and value chains:</b></p> <ul style="list-style-type: none"> <li>• National and International market study on coffee</li> <li>• Local sector study (value and logistic chain)</li> <li>• Conception of a coffee based agroforestry system</li> <li>• Business planning</li> </ul>

## 15. Computer sciences skills

Excel, Word, Power Point, GIS software(Q-GIS, ArcGIS), Access, Microsoft Project