

# Resume

1. **Family name** Ricau
2. **First name** Pierre
3. **Date of birth** 1/10/86 Montpellier
4. **Nationality** France
5. **Civil status** Married
6. **Education**

Years	Institution	Degree(s) or Diploma(s) obtained
2009-2010	Institute of Development Studies, Paris 1-Panthéon Sorbonne University	Master Degree "Agricultural Development and Economic Policies" - With highest honors
2006-2010	Institute of Political Studies (Sciences Po), Aix-Marseille 3-Paul Cézanne University	Master of Sciences Po - With high honors
2007-2008	Facultad de Gobierno, Finanzas y Relaciones Internacionales, Universidad Externado de Colombia, Bogotá	One year exchange

## 7. Language skills

Language	Reading	Speaking	Writing
French	1	1	1
Spanish	1	1	1
English	1	1	1
Portuguese	2	4	4

## 8. Member of a professional organization

9. **Current position** Project officer / Agriculture & Market / France
10. **Years of experience** 14 years
11. **Key qualifications**

### Analysis of Agricultural Markets

- Study and monitoring of agricultural markets and their dynamics over the medium to long term, advse on commercial strategies.
- Research, reliability and processing of statistical data.
- Macroeconomic and microeconomic modelling.

### Rural development and Food chains

- Sectoral studies, impact and comparative advantages studies.
- Advanced expertise on :cashew, sesame, shea, corn, onion in West Africa.
- Advanced expertise on agrairian system in North Cote d'Ivoire.
- Training engineering :training and advice on marketing and business strategies and on sectorial support policies.
- Consultancy on public agricultural/agro-industrial policies.
- Awareness of public authorities and funders to a new approach of MIS for a greater efficiency and a stronger value from farmers and agricultural technicians.

## 12. Professional experience

Dates	Location	Company	Position	Description
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Since March 2013	France, Cote d'Ivoire, Burkina Faso, Mali, Senegal, Chad	NITIDAE (ex-RONGEAD)	Senior Market Analyst of N'KALO	<ul style="list-style-type: none"> <li>• Technical assistance to MIS promoters de SIM for an improvement of their information and its dissemination.</li> <li>• Management of a private MIS (3rd generation) established in 5 different countries and disseminating information in 15 countries.</li> <li>• Training of market analysts able to process market information in order to extract a synthetic information and advices in trade strategy.</li> <li>• Sectoral studies, market studies, design of supply and trading strategies of agricultural products.</li> <li>• Development of innovative content and complementary to market information : agronomic advices, weather reports, advices on the agricultural calendar, advice on post-harvest practices.</li> <li>• Negotiation with mobile operators (Orange, MTN, Tigo, Telmob, Airtel, Africell) for the implementation of solutions of information dissemination using ICT.</li> </ul>
Since 2016	France (Lyon)	ISARA-Lyon	Lecturer	Coordination of a 3-weeks training module on "Economics and Agricultural Trade and Food: International Issues" for 4th year students: program conception, stakeholders management, courses,...
July to September 2017	Cameroon	Platform for agricultural risk management (PARM) / IRAM	Consultant (short term)	Feasibility study for IS implementation (agronomic, weather, economic) on the management of agricultural risks in Cameroon.
Since 2015	Cote d'Ivoire (Korhogo)	Institut de Gestion Agropastorale de l'Université Peleforo GON COULIBALY, Korhogo	Lecturer	Coordination of a training module on "Agricultural market and negotiation skills" for students in Master 1.
October-November 2015	Kenya	African Cashew Alliance (ACA)	International Consultant	<ul style="list-style-type: none"> <li>• Design of extension materials on the cashew value chain adapted to Kenyan farmers;</li> <li>• Training of trainers on the cashew value chain within the ACA team and its partner Self Help Africa</li> </ul>
March to September 2015	The Gambia	International Trade Center (ITC)	International Consultant	<ul style="list-style-type: none"> <li>• Implementation of a Market Information System (MIS) in The Gambia on sesame and groundnut;</li> <li>• Training on the methodology of analysis of agricultural markets</li> </ul>
November 2014 to June 2015	ACP Countries	CTA (Technical Centre for Agriculture and Rural Cooperation)	Project Manager	<p><b>Project : Drafting of training materials to promote the development of value chains and agribusiness in ACP countries.</b></p> <ul style="list-style-type: none"> <li>• Improve relationships between actors in order to structure agricultural chains and improve households' incomes</li> <li>• Creation of two training materials on agricultural value chains freely available: A training support "Image Box" for producers and small traders and processors &amp; A training support "Presentation" for the actors of the downstream agricultural sectors (traders, food processors, distributors) and agricultural stakeholders in general (Officials, agricultural Advices in Agriculture Students).</li> </ul>
September 2014	Chad	PADL-GRN / Cooperation Chad –EU	Technical assistant (short term)	<ul style="list-style-type: none"> <li>• Capacity building of field teams on trade analysis of agricultural sectors (OLEOTCHAD project).</li> <li>• Training of leaders of farmers organization, field facilitators of local NGOs and leaders of field local branches ONDR on understanding of groundnut and sesame sectors.</li> <li>• Training of local and international NGOs representatives involved in projects of chain support within the frame of the PADL-GRN programme of EU-Chad cooperation.</li> </ul>
February 2012 to March 2013	Cote d'Ivoire, Burkina Faso, Senegal	RONGEAD	Office Coordinator & Subregional Facilitator of N'KALO	<ul style="list-style-type: none"> <li>• RONGEAD's representative in Cote d'Ivoire</li> <li>• Publication of weekly market information</li> <li>• Sectorial studies in the cashew sector</li> <li>• Technical assistance to the Ivorian cashew regulation board</li> <li>• Management and improvement of cashew and sesame Market Information Services</li> <li>• Building an approach of the « Information Service » from the experience of the MIS cashew and sesame</li> <li>• Extension of the model to new areas, training partners to the management of 3rd generation MIS</li> <li>• Awareness of public authorities and funders to a new approach of MIS</li> </ul>

November 2010	Mali	Organic farmer cooperative : MOBIOM	Technical Assistant	Training of the managing team of an organic farmer cooperative (MOBIOM) on cashew trading and cultivation : <ul style="list-style-type: none"> <li>to the understanding of the cashew market ;</li> <li>to the improvement of agricultural techniques, harvest and storage ; to the use of Information System for the management of biological and climate risks;</li> <li>to the calculation of cashew quality.</li> </ul>
December 2017 to April 2018	Mali	Lux-Developement	Project Manager	Coordination of a study on market dynamics and trade flows on the rice, sesame and fonio sectors (MLI/021 Program).
September 2010 to March 2012	France, Cote d'Ivoire, Burkina Faso	RONGEAD	Market Analyst	Building and coordination of Market Information System in Cote d'Ivoire and Burkina Faso on cashew and sesame; Collected data processing and dissemination of information from the cashew MIS; Training of cashew chain actors to the value of disseminated information.
March to September 2010	France, Cote d'Ivoire	Offre & Demande Agricole	Research Assistant	Research on the local & international cashew market; Monitoring, reporting and analysis of the cashew market; Design of extension material for Farmer Organizations on cashew trade
June 2006 to October 2008	France	La Mutuelle des Etudiants	Commercial Manager	Marketing of an health mutual insurance and management of 3 sellers
October 2007	Colombia	Universidad Externado	Research Assistant	Study on socio-economic impact of Fair Trade Label (FLO) on a coffee farming area (Grupo Asociativo San Isidro, Huila region)

### 13. Publications

#### a) Economic intelligence reports about agricultural markets :

- Cashew market bulletins and Sesame market bulletins, weekly, partially available on the site: [www.nkalo.com](http://www.nkalo.com)
- Maize market bulletin and Onion market bulletins, available on the blog: <http://nouvellesdesprixagricoles.blogspot.fr>
- Shea market bulletins, in collaboration with Loïc Simonnot. Restricted circulation.
- "Weekly Market Reports Ivory Coast" in Indian Cashew Week magazine, published by Foretell Business Solutions Private Limited, Bangalore, India.
- Cashew market reports for the Update of the African Cashew Alliance, Accra, Ghana.

#### b) Reports and teaching guides:

- The African Cashew Sector in 2015, Country profiles and trends, African Cashew initiative, GIZ, octobre 2015.
- Educational Media Kit on agricultural value chains, CTA, september 2015.
- USA chocolate regulation - Impact on shea and cocoa markets, en collaboration avec Loïc SIMMONOT et Cédric RABANY, GSA, avril 2014.
- Study on incentives and protection for the development of the industry of cashew nuts in Ivory Coast, in collaboration with Cédric RABANY, Ministry of Agriculture of the Republic of Ivory Coast, World Bank, December 2013.
- Guide: Understanding and Analyzing the International Market for Cashew, RONGEAD, June 2013.
- Socio-economic study on cashew producers in the Bouaké area in Ivory Coast, RONGEAD-Olam Ivoire, November 2012.
- Market Analysis and Market Information as development tools, ODA-RONGEAD, September 2010.
- The cashew sector in Ivory Coast: Organization and Actors, IFCI-RONGEAD, June 2010.

### 14. Seminars/Workshop

- « Regional Conference on Grains in West Africa », CTA-ROPPA-ROAC-AFRACA, Ouagadougou, Burkina Faso, November 2016
- "Training Workshop on the Information Services Agricultural markets and market intelligence," CTA RONGEAD-RESIMAO, Abidjan, Ivory Coast, in December 2015. Main speaker.
- "Agricultural MIS and ICT platforms for Business Management across value chains," IFDC-CTA-EAGC, Arusha, Tanzania, in December 2014. Speaker.
- "Investment Days 2013", FAO's Investment Center, December 2014, Rome. Speaker.
- "Validation Workshop of the reform of cotton and cashew nut sectors," Ministry of Agriculture of the Republic of Ivory Coast - ARECA, in September 2013, Yamoussoukro, Ivory Coast. Participant.
- "Market Information and Transparency in the cashew sector," African Cashew Alliance conference, in September 2012, Cotonou, Benin. Main speaker.
- "8th Ministerial Conference of the World Trade Organization", December 2011, Geneva, Swiss. Participant.
- "The Information System on Agricultural Markets in Africa", CIRAD-CTA, in November 2011, Bamako, Mali. Participant.
- "The major challenges of land grabbing in the world. The role of multinational and regulations needs at different levels." TIAC-AGTER, in July 2011, Nant, France. Participant.
- "Index insurance and warrantage: prospects for West Africa ? ", AFD, November 2010, Paris, France. Participant.

### 15. Computer sciences skills

Excel, Word, Power Point, STATA, MapInfo and QGIS