

## Personal Data

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## Curriculum vitae

### Experience

**Almendra (Thailand) Ltd., Bangkok, Thailand** **Since 02/2017**

#### Agriculture Director

- Agricultural cultivation and production of Stevia (*Stevia rebaudiana*)

**Plus Group, New Delhi, India** **06 – 08/2016**

#### Agriculture Consultant

- Developing a business plan (US\$ 0.4 million CAPEX, US\$ 0.7 million OPEX) for establishing a greenfield 40-ha open-field fruit and vegetable farming project near Mumbwa, Zambia
- Target crops: banana, tomato, snapbean, watermelon and babycorn

**Al-Batinah International, Al Khaburah, Oman** **10 – 12/2015**

#### Agriculture Consultant

- Developing a business plan (US\$ 2.4 million CAPEX, US\$ 0.8 million OPEX) for establishing a greenfield 8-ha greenhouse complex (16 greenhouses)
- Proposing greenhouses with positive pressure cooling system, retractable roof and insect nets
- Proposing closed recirculating drip-irrigation/fertigation system based on soilless cultivation of tomato, sweet pepper, sweet melon and cucumber in cocopeat grow bags, and of hydroponic cultivation of non-heading lettuce in floating-raft system

**SunEdison Energy Holding (Singapore) Pte Ltd, Singapore** **09/2014 – 09/2015**

#### Agronomist

- Agronomist in SunEdison's solar-water-pump (irrigation) division
- Identifying agronomic solutions for irrigation of pineapple (Lampung/Indonesia), pineapple and banana (Trujillo/Honduras), rice (Mukdahan/Thailand and Kampong Chhnang/Cambodia), and corn and vegetables (Sumba/Indonesia)
- Identifying, developing and maintaining strategic partnership and research alliances with agricultural industry, government and universities
- Identify potential for developing new products and provide necessary input to Design and Product Development teams

**John Deere Asia (Singapore) Pte Ltd, Singapore**

**03/2014 – 09/2014**

**Agronomist**

- Mapping maize production systems and processes covering land preparation, planting, crop care and harvesting in Lopburi/Thailand, Kediri/Indonesia and in Mindanao/Philippines
- Region Strategic Marketing Agronomist in the John Deere Agriculture & Turf Division covering China, India, Southeast Asia and Sub-Saharan Africa

**TH Herbals Joint Stock Company, Hanoi, Vietnam 03/2013 – 03/2014**

**Agriculture Manager**

- Managing agricultural operations for medicinal crops targeting up to 500 ha in Nghe An Province
- Cultivating Gac (*Momordica cochinchinensis*) and passionfruit (*Passiflora edulis*, *P. foetida*)
- Setting-up NETAFIM microdrip fertigation systems with NMC Pro irrigation control and NetaSense soil moisture sensors in combination with YARA water-soluble fertilizers
- Selecting and acquiring specialized equipment incl. Antonio Carraro compact 4WD tractors and Martignani electrostatic mist blowers
- Surveying potential production areas in Dalat and in Attapeu/Laos

**Yousef Abdul Latif Jameel Group, Jeddah, Saudi Arabia**

**07/2012 – 02/2013**

**Technical Director Agriculture Division**

- Managing agricultural operations on six organic date palm farms totalling 2,511 ha
- Implementing remotely controlled irrigation (iMetos ica) and subsurface irrigation
- Implementing fertigation systems with organic water soluble/liquid fertilizers and sulfur burners
- Establishing phytosanitary programs for organic pest and disease control
- Establishing local production of mycorrhizal/PGPR inoculum through licensing technology from a leading European producer
- Introducing GLOBALG.A.P., Tesco Nurture farm certification standards and EU regulation on organic production (EC No 834/2007, EC No 889/2008)

**Atheneum Partners, Ha Tinh, Vietnam**

**04 – 05/2012**

**Agriculture Consultant**

- Advising on Agricultural Policy focusing on rice and vegetable production in Ha Tinh province
- Revising “Ha Tinh Province Socio-Economic Development Master Plan for 2020 and a Vision for 2050”

**Gulf Craft, Malé, Maldives**

**03/2012**

**Agriculture Consultant**

- Advising on a “Hydroculture Project on the Maldives” focussing on year-round greenhouse production of non-heading lettuce under hydroponics

**Senior Advisor**

- Establishing and promoting rural-development activities in a target area of 73,000 ha with a population of 88,000 in Kampong Chhnang province
- Advising on agricultural operations for off-season rice cultivation on 7,000 ha and year-round vegetable production on 2,700 ha
- Developing and facilitating a Memorandum of Agreement (MoA) between the Ministry of Agriculture, Forestry and Fisheries (MAFF), the Provincial Department of Agriculture (PDA) Kampong Chhnang, East-West Seeds International Ltd. and GIZ
- Project management within the “Tonle Sap Lowlands Rural Development Project” financed (US\$ 20m) by the Asian Development Bank (ADB)

**Jenaan Investment L.L.C., Cairo, Egypt**

06/2009 – 10/2010

**Manager Agriculture Division**

- Managing agriculture operations incl. pivot irrigation and fertilization for large-scale field crops including Alfalfa, barley and millet in Egypt’s Sahara
- Expanding cultivation area from 1,460 ha to 5,685 ha
- Scheduling, acquiring and applying fertilizers worth US\$2.7m *p.a.*
- Implementing soil-moisture control for optimizing irrigation (Sentek TriScan)
- Developing and implementing production plans and financial budgets
- Forecasting and planning requirements for agricultural equipment, inputs including irrigation water, fertilizer, seed, fuel and labor

**Herbert van der Hamm Fruit Trading Company, Mannheim, Germany** 01/2007 – 05/2009

**Director Quality Management**

- Quality assurance of imported and domestically produced fresh fruits and vegetables
- Developing a supplier management program for conventional and organic produce
- Monitoring and assuring legal and B2B pre- and post farmgate standards incl. GLOBALGAP, QS, BRC, and IFS
- Maintaining customer relationship with key retailer ALDI
- Focus on year-round supply of tablegrapes from Brazil, Argentine, Chile, India, Egypt, Spain, Italy and Greece
- Substantially reducing pesticide residues, e.g., by 90% in tablegrapes, and thereby ensuring legal maximum residue levels (MRLs) and customer specifications

**FieldFresh Foods Pvt. Ltd., Gurgaon, India**

**01/2005 – 12/2006**

**Chief Agronomist and Head – R&D**

- Managing agricultural operation on up to 2,688 ha based on the company's business plan
- Implementing cropping plans by issuing crop and region-specific agronomic "packages of practices" for contract farms and company-owned R&D farm in the states of Punjab and Rajasthan
- Developing baby corn as the main export crop (2016: 1,000 ha cultivated and 700 t exported)
- Primary crops for domestic and overseas markets (Middle East and U.K.): baby corn, bittergourd, carrot, okra, snapbean and snowpea
- Layout and implementation of open-field drip irrigation/fertigation (90 ha), nethouses (10 ha), and climatized greenhouses (soilless cultivation with highwire, 5 ha, 500,000 \$)
- Implementing and monitoring GLOBALGAP and Tesco "Nature's Choice" farm certification standards with emphasis on overseas pesticide maximum residue level (MRL) legislation

**Asian Institute of Technology, Khlong Luang, Thailand**

**11/2001 – 10/2004**

**Project Consultant**

- Managing establishment and agricultural operation of a pilot greenhouse vegetable farm in the humid tropics of Thailand as part of an interdisciplinary €2m international research project
- Supervising and training 20 local staff and overseas M.Sc. and Ph.D. students
- Developing and improving crop and pest management practices for tomatoes under protected cultivation

**Asian Vegetable Research & Development Center, Shanhua, Taiwan 12/2000 – 10/2001**

**Associate Scientist for Crop and Soil Management**

- Managing the "Crop and Soil Management" department with 18 staff
- Managing the Manila, Hanoi, Ho-Chi-Minh City, Vientiane and Phnom Penh peri-urban vegetable production projects
- Developing and improving crop management practices and year-round cropping sequences with emphasis on hot, wet season technologies in the tropics and subtropics

**Central Queensland University, Rockhampton, Australia**

**09/1997 – 11/2000**

**Research Officer**

- Establishing and developing new primary industries (bamboo and Chinese waterchestnut)
- Developing crop and soil management, and postharvest handling, sterilization, packaging and storage technologies
- Developing wastewater disposal systems with plants
- Developing a 6-year (2001-2007) agricultural project ("Improving and maintaining productivity of bamboo for quality timber and shoots in Australia and the Philippines") in the Philippines and Australia funded (380,000 €) by the Australian Centre for International Agricultural Research (ACIAR)
- Developing and policy formulation for farmers' associations (Australian Commercial Bamboo Corporation Ltd, Bamboo Society of Australia, Australian Aquatic Vegetable Corporation)
- Publishing a book chapter on "Aspects of Bamboo Agronomy" in *Advances in Agronomy*, the world's leading publication in agriculture

**K+S Group / International Potash Institute, Kassel, Germany** 06/1997 – 08/1997

**Freelance Author**

- Authoring a publication on “Sulfur and Chloride in the Soil-Plant System“

**Bavarian State Research Centre for Agriculture, Freising, Germany** 06/1996 – 05/1997

**Programmer**

- Developing software for the State Seed Testing Unit and the State Seed Legalization Unit
- Managing databases of approx. 12,000 seed-testing results *p.a.* with the SAS-System

**Asian Vegetable Research & Development Center, Shanhua, Taiwan** 09/1992 – 12/1995

**Research Scholar**

- Developing crop and soil management technologies for sustainable vegetable and rice production systems in the tropics and subtropics in Southeast Asia
- Studies of traditional (inter-) cropping systems in the tropics and subtropics

**University of Ghana, Accra, Ghana** 01/1990 – 04/1990

**Research Scholar**

- Screening local and imported tomato varieties for high-temperature tolerance
- Studying agronomic characteristics of indigenous vegetables

**Agricultural Research Station Kade, Kade, Ghana** 11 – 12/1989

**Research Scholar**

- Tropical tree crop propagation and cultivation

**Garden-Center Pflanzen-Kölle, Munich, Germany** 05 – 10/1989

**Trainee**

- Intensive greenhouse production of ornamentals

**Education**

**Technical University Munich, Freising, Germany** 09/1992 – 04/1997

**Ph.D. (Dr. agr.) Agricultural Sciences**

- Thesis: “Technologies for Sustainable Vegetable Production in the Tropical Lowlands”

**Technical University Munich, Freising, Germany** 11/1986 – 04/1992

**M.Sc. (Dipl.-Ing. agr. univ.) Horticultural Sciences**

- Thesis: “Intercropping with legumes in the tropics”

**Paul-Klee Gymnasium, Overath, Germany** 08/1976 – 04/1985

**High School (Abitur)**

## Telephone Consultation

### Gerson Lehrman Group, New York, USA

since 2008

- “Cambodia Agriculture Industry“, “Application of Digital Technologies to Farming“, “Sugar Business in Thailand“, “Agriculture Market Overview in SEA“, “Agriculture“, “Rice Pledging Scheme in Thailand“, “Rice Industry Dynamics“, “Agronomy: Soil Productivity“, “Global Rice Industry“, “Agricultural Value Chain“, “Hydroponics“, “Contract farming“, “Fertilizer Supply/Demand – Middle East market“, “Supplier Quality Management“, “Trade of Citrus Fruits and Grapes Globally“, “African Agriculture“, “Wheat Industry in Europe“, “Potash Fertilizer Purchasers“, “Crop Protection/Agriculture Market”

### GuidepointGlobal, London, UK

since 2008

- “Fruits/Vegetable Large Farms“, “Irrigation Market Outlook“, “Price Sensitivity of Farmers to Potash Fertilizers”

### PrimaryInsight, New York, USA

since 2007

- “The Global Sugarcane Industry“, “The Global Fertilizer Industry“, “The Chinese Agricultural Sector”

## Publications

49 contributions to international peer-reviewed journals, magazines, book chapters, books and other publications incl.:

- KLEINHENZ, V., CHEA, S., HUN, N., 2013: Survey of rice cropping systems in Kampong Chhnang province, Cambodia. *Rice Science*, **20(2)**, 154-164.
- KLEINHENZ, V., MIDMORE, D. J., 2001: Aspects of Bamboo Agronomy. *In: D. L. SPARKS (Ed.): Advances in Agronomy*, Vol. **74**, 99-153. Academic Press, New York, USA.
- KLEINHENZ, V., ELSMORE, S., HARROWER, K., LYALL, T., GOSBEE, M., BLACKBURN, K., MIDMORE, D. J., 2000: Storage methods for extending shelf life of fresh, edible bamboo shoots [*Bambusa oldhamii* (Munro)]. *Postharvest Biology and Technology*, **19**, 253-264.
- KLEINHENZ, V., SCHNITZLER, W. H., MIDMORE, D. J., 1997: Effects of legume live mulch on crop performance, soil available nitrogen, and crop-N status in intensive tropical vegetable production. *Biological Agriculture and Horticulture*, **14**, 261-278.
- KLEINHENZ, V., KATROSHAN, K., SCHÜTT, F., STÜTZEL, H., 2006: Biomass accumulation and partitioning of tomato under protected cultivation in the humid tropics. *European Journal of Horticultural Science*, **71**, 173-182.
- KLEINHENZ, V., MILNE, J., WALSH, K. B., MIDMORE, D.J., 2003: A case study on the effects of irrigation and fertilization on soil water and soil nutrient status, and on growth and yield of bamboo (*Phyllostachys pubescens*) shoots. *Journal of Bamboo and Rattan*, **2**, 281-294.

## Language and IT-Skills

- English, German: fluently written and spoken
- Data analysis/statistics, databases (SAS-System, SigmaPlot, DataFit, MySQL)
- Programming (SAS-System)
- Office applications (MS Office, Adobe Acrobat)