

## Personal Data

Name: **Dr. agr. Volker Kleinhenz**  
Email: [v.kleinhenz@gmail.com](mailto:v.kleinhenz@gmail.com)  
WWW: [VolkerKleinhenz.com](http://VolkerKleinhenz.com)  
[LinkedIn.com/in/VolkerKleinhenz](https://www.linkedin.com/in/VolkerKleinhenz)



## Curriculum vitae

### Summary

An accomplished Agriculture Director that has designed, implemented and managed open-field and greenhouse production systems for various crops across arid and humid environments

### Experience

**Almendra (Thailand) Ltd., Bangkok and Rayong, Thailand**

**Since 02/2017**

#### Agriculture Director

- Pioneered cultivation practices for production of Stevia (*Stevia rebaudiana*) in the hot-wet environment of Thailand
- Implemented a stationary plant-physiology management system for maintaining continuous year-round biomass production in tropical greenhouses
- Designed and implemented a patented novel mobile fertigation/physiological management system for continuous year-round production in the open field
- Successfully designed a phytosanitary program to permanently overcome damage by multiple pathogens (particularly thrips, armyworm, mites and white flies) under humid tropical conditions
- Designed a budget for large-scale (1,000 ha) cultivation and evaluating potential production areas in Thailand, Vietnam, Indonesia, Egypt, Oman and Peru

**SunEdison Energy Holding (Singapore) Pte Ltd, Singapore**

**09/2014 – 09/2015**

#### Agronomist

- Identified agronomic solutions for irrigation/fertigation with solar water pumps for pineapple (Lampung/Indonesia), pineapple and banana (Trujillo/Honduras), rice (Mukdahan/Thailand and Kampong Chhnang/Cambodia), and corn and vegetables (Sumba/Indonesia)
- Developed a strategic partnership with Hivos and Winrock International to cooperate within a Millennium Challenge project in Sumba, Indonesia for promoting solar-energy technologies

**John Deere Asia (Singapore) Pte Ltd, Singapore****03/2014 – 09/2014****Agronomist**

- As Region Strategic Marketing Agronomist mapped maize production systems and processes covering land preparation, planting, crop care and harvesting in Lopburi/Thailand, Kediri/Indonesia and in Mindanao/Philippines

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

- Pioneering cultivation of Gac (*Momordica cochinchinensis*) and passionfruit (*Passiflora edulis*, *P. foetida*) in Nghe An Province as food ingredients for a startup functional drinks company (TH Group)
- Designing and implementing 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

**Yousef Abdul Latif Jameel Group, Jeddah, Saudi Arabia****07/2012 – 02/2013****Technical Director Agriculture Division**

- Streamlining agricultural operations on six organic date palm farms totaling 2,511 ha
- Introducing remotely controlled irrigation (iMetos ica) and subsurface irrigation systems
- Developing 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)

**German International Cooperation (GIZ), Phnom Penh, Cambodia****11/2010 – 06/2012****Senior Advisor**

- Developed and implemented 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
- Advised on agricultural operations for off-season rice cultivation on 7,000 ha and year-round vegetable production on 2,700 ha in Kampong Chhnang Province
- Managed a regional component of 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**

- Expanded cultivation area from 1,460 ha to 5,685 ha within one year
- Managed agriculture operations incl. pivot irrigation/fertigation and fertilization for large-scale field crops including Alfalfa, barley and millet at Sharq El Owainat in Upper Egypt's Sahara
- Forecasting requirements and scheduling demand for agricultural equipment, inputs including irrigation water (US\$ 8.1m *p.a.* for fuel), fertilizer (US\$ 2.7m *p.a.*), seed, and labor
- Implementing soil-moisture control for optimizing irrigation (Sentek TriScan)

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

Director Quality Management

- Substantially reduced plant-protection-product residues, e.g., by 90% in tablegrapes, and thereby ensuring legal maximum residue levels (MRLs) and customer specifications for a range of imported and domestically produced, conventional and organic fruits and vegetables
- Assured legal and B2B pre- and post-farmgate standards incl. GLOBALGAP, QS, BRC, and IFS for all suppliers
- Maintained customer relationship with key retailer ALDI and addressed all breaches of product specifications

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

**01/2005 – 12/2006**

Chief Agronomist and Head – R&D

- Developed and implemented 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 (2,688 ha)
- Developed baby corn as the main export crop (2016: 1,000 ha cultivated and 700 t exported), with other export crops including 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, US\$ 500.000)

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

**11/2001 – 10/2004**

**Project Consultant**

- Established a pilot greenhouse vegetable farm in the humid tropics of Thailand as part of an interdisciplinary € 2m international research project
- Developing and improving crop and pest management practices incl. fertigation, layering, leaf pruning and harvesting for tomatoes under protected cultivation
- Supervised and trained 20 local staff and overseas M.Sc. and Ph.D. students

**Asian Vegetable Research & Development Center, Shanhua, Taiwan 12/2000 – 02/2001**

**Associate Scientist for Crop and Soil Management**

- Developed, documented, and promoted the hot, wet season cropping technologies of grafting, applying fruit-setting hormones and starter solutions, and using rain shelters and net houses in Taiwan and other countries in the tropics and subtropics

**Central Queensland University, Rockhampton, Australia**

**09/1997 – 11/2000**

**Research Officer**

- Developed 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)
- Developed crop and soil management, and postharvest handling, sterilization, packaging and storage technologies for two new primary industries (bamboo and Chinese waterchestnut)
- Published a book chapter on “Aspects of Bamboo Agronomy” in *Advances in Agronomy*, the world’s leading publication in agriculture
- Developed three farmers’ associations: Australian Commercial Bamboo Corporation Ltd, Bamboo Society of Australia, and Australian Aquatic Vegetable Corporation

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

**Programmer**

- Developed software for the State Seed Testing Unit and the State Seed Legalization Unit with the SAS-System

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

**Research Scholar**

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

**University of Ghana, Accra and Kade, Ghana**

11/1989 – 04/1990

**Research Scholar**

- Screened local and imported tomato varieties for high-temperature tolerance
- Studied the agronomic characteristics of indigenous vegetables
- Attended training on tree crop propagation and cultivation

**Garden-Center Pflanzen-Kölle, Munich, Germany**

05 – 10/1989

**Trainee**

- Participated in intensive greenhouse production of ornamentals

## Consultations

**Plus Group, New Delhi, India**

06 – 08/2016

- Developed a business plan (US\$ 0.4m CAPEX, US\$ 0.7m OPEX) for establishing a greenfield 40-ha open-field fruit and vegetable farming project near Mumbwa, Zambia
- Established budgets for cultivation of banana, tomato, snapbean, watermelon and babycorn

**Al-Batinah International, Al Khaburah, Oman**

10 – 12/2015

- Developed a business plan (US\$ 2.4m CAPEX, US\$ 0.8m OPEX) for establishing a greenfield 8-ha greenhouse complex
- Proposed greenhouses with positive pressure cooling system, retractable roof and insect nets
- Proposed 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

**Atheneum Partners, Ha Tinh, Vietnam**

04 – 05/2012

- Advised on Agricultural Policy within the “Ha Tinh Province Socio-Economic Development Master Plan for 2020 and a Vision for 2050”

**Gulf Craft, Malé, Maldives**

03/2012

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

**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”

**K+S Group / International Potash Institute, Kassel, Germany**

**06/1997 – 08/1997**

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

**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)**

## 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. [Link](#)
- 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. [Link](#)
- 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. [Link](#)
- 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. [Link](#)
- 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. [Link](#)
- 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. [Link](#)

## Language and IT-Skills

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