

Calvin Fambisayi CV

Most recent positions held	<ul style="list-style-type: none"> • Executive Director, Agri-Sense Consultancy • Group BEE Supply Leader, BHP Billiton South Africa • Commercialisation Manager, Innovation Fund (National Research Foundation) • Regional Product Development Lead, Monsanto South Africa
Academic Qualifications and business diplomas and courses	<ul style="list-style-type: none"> • BSc. Agric. (Crop Science) 1991 - Univ. of Zimbabwe, Top of Class (awarded Nordic Gene Bank scholarship turnable at Univ. of Birmingham School of Biological Sciences) • MSc. (Conservation & Utilisation of Plant Genetic Resources - CUPGR) 1993 - Univ. of Birmingham, UK - Top of Class • Certified Diploma in Accounting & Finance (CdiAF) - ACCA, UK • Masters in Business Administration (MBA) - Integrated Management Development Program (IMDP) 2001 - Nottingham Trent Univ. - Business School, UK • Diploma in Management Studies (DMS) - Integrated Management Development Program (IMDP) 2000 - Nottingham Trent Univ. - Business School, UK • Certificate in Management Studies (CMS) - Integrated Management Development Program (IMDP) 1999 - Nottingham Trent Univ. - Business School, UK • AVCASA - National Crop Protection Certificate - Tshwane Univ. of Technology (TUT) 2004 – RSA • Completed courses in leadership; black economic empowerment; project management; quality assurance; risk management; entrepreneurship; & strategic planning & execution • Completed courses in horticulture; seed technology; biotechnology; forestry; intellectual property commercialisation & bio-diversity, social labour plans & the mining charter
Enterprise Development	<ul style="list-style-type: none"> • Partnered with service providers to developed the ED strategy for BHP Billiton South Africa, the world's largest diversified resource company with a market cap of USD242 billion • Appointed a Company Diagnostic (CD) Consultant for SAIBL - worked on several emerging business requiring ED support • Contracted by Xstrata to evaluate their ED efforts on 10 selected projects in 2010 in Emalahleni jurisdiction • Partnered Digbywells in doing a piece of work for Xstrata around identifying qualifying ED projects against the requirements of the mining charter and social labour plans (SLP) • Worked with an Incubator (Raizcorp) appointed by BHP Billiton to run their ED support program on site - Metalloys, in Meyerton. • Provided guidance for various BHP Billiton ED projects - Cattle Farm Project (Hotazel); MK Metals Scrap Metal in Witbank; and BECSA's diagnostic X-rays service provider - Impilo Occupational Health X-rays in Secunda • Mentored stockists and Agronomists for IFDC Nigeria in more than 8 states - scope covered retailing seed, herbicides and fertilizers
Operations	<ul style="list-style-type: none"> • Led Cargill & Monsanto's maize Research & Development (R&D) programs - breeding products for sub-Saharan Africa - accountable for all breeding nurseries & continent-wide yield testing; and global germplasm scouting • Accountable for the commercialisation of life science intellectual property at the Innovation Fund Commercialisation Office (IFCO) - across all programs - TAP, MiTech & Seed - duties entailed attracting, screening, funding, monitoring and evaluation of fundees • Worked with operations and supply managers to roll-out preferential procurement strategies and plans to ensure BHP Billiton met the set internal targets • Accountable for managing Agri-Sense's administration, production, sales & marketing functions
Strategy, management and business planning	<ul style="list-style-type: none"> • Managed the R&D regional strategy for Monsanto for over 7 years - it addressed the needs of the sub-Saharan markets wrt maize seed • Assisted with the initial formulation of the Innovation Fund's strategic planning process - was a key member of the implementation, monitoring & evaluation phases • Developed the BHP Billiton South Africa preferential procurement strategy and business & work plans - also monitored the roll-out at mine level across the 3 customer sector groups (CSGs) -

	<p>Aluminium, Manganese & Energy Coal and more than 12 operations in South Africa, including BHP Billiton's Mozal Aluminium Smelter in Mozambique</p> <ul style="list-style-type: none"> • Single point accountability for Agri-Sense Consultancy's strategy, management and business planning
<p>Project Mgmt and change management</p>	<ul style="list-style-type: none"> • Project managed the Cargill and Monsanto's maize breeding and testing programs annually - R&D is about projects under tight seasonal timelines; involved with change management during the Monsanto employee retrenchment & also managing ever changing transformation legislation landscape in RSA • My role at the Innovation Fund was accountability for funding life science projects - dealt with all aspects of project management under tight timelines • Used the BHP Billiton Small Projects Management Framework (SPMF) to manage several projects - for example the Group wide annual B-BBEE NERA audit since 2008 & HMM Cattle Farm Project • Agri-Sense Consultancy has run projects for its clients - IFDC (Nigeria); IITA (Kenya), SAIBL & Xstrata
<p>Sales & Marketing</p>	<ul style="list-style-type: none"> • In my role as Country Manager for Monsanto Zimbabwe I was accountable for the performance of the sales & marketing team as their delivery significantly affected the bottom line
<p>Legal</p>	<ul style="list-style-type: none"> • Substantial experience in reviewing commercial contracts and conducting sanity checks on legal transactions within entities when conducting due diligence for interested external investors - as in the sub-Saharan Africa seed business DD (Nov 2010) • More than 5 years experience in reviewing intellectual property protection via patents and deal structuring