

## Murray J Clark

### SKILLS PROFILE

- **Agronomy:** 30 years spent in Agriculture covering arable, specialist and non-specialist fresh produce, soft fruit and vegetables. Have grown Strawberries on hydroponic basis and advised growers with regard to optimum irrigation in a hydroponic setting
- **Animal Husbandry:** Extensive experience in beef and sheep production with general experience in dairy, pig and poultry production
- **Training Skills:** Devising methods to improve skill levels and quality through intensive training and instigating a constant feedback system from customers to growers
- **Sustainable Agriculture:** Developing an awareness of the effects of chemical and cultural practices on the environment in conjunction with local chemical company representatives and the introduction of IPM.
- **Communication Skills:** Excellent communication skills, able to advise and consult to growers when there was no common language apart from very broken and basic English or French. Successfully worked within multi-cultural environments where an understanding of cultural differences was essential
- **Language Skills:** First language English, Speak, read and write French having worked in French for 6 years (France & Morocco).
- **Computer Literacy:** High level of computer literacy and ability to work with a variety of software
- **Financial planning:** Preparing budgets, setting targets. Responsible for the preparation of gross margins, cash flows and balance sheets for planning and to assist small growers in obtaining financing for their projects. Working within tight budgetary and time constraints.
- **Design and Build:** Designed and built crop sprayers in instances where expensive imported machinery was not an option.
- **Diverse in-country experience:** Have worked in North Africa, Sub Saharan Africa, Middle East, France and UK.
- **Irrigation:** Expert in irrigation scheduling, crop requirements and effective use of water particularly in arid/semi arid regions including hydroponic systems.
- **Quality Assurance:** Advising on and ensuring compliance of Quality Assurance Systems for food safety/hygiene. Accreditations gained include EuropGAP, HACCP, BRC, M&S Field to Fork, Tesco Natures Choice and ethical audits carried out by client companies.
- **Human Resources:** Management and training of local and expatriate workforces. Management of staff health and welfare including accommodation and catering.
- **Business Start-up:** Setup, developed and managed a brand new fresh produce enterprise. Including establishing a hydroponic table-top strawberry system.

### WORK EXPERIENCE

#### **Agricultural Consultant – AgrisolAfrica Group/Agri-Africa Consultants, South Africa. 2007 – to date**

Appointed Chief Executive of Agri-Africa Consultants following a merger of interests (March 2011). Consulting to agricultural Enterprises throughout Africa, including business start ups, large scale agricultural projects, government projects, quality assurance systems. Clients include DRC Government, Nigerian Government, South African Government, PPECB, Lonrho, Tata Africa, Watson French (D.R.Congo), Kibali Gold Project (DR Congo) responsible for development of agriculture amongst subsistence farmers surrounding the mine, FAO of the UN (baseline study and capacity building

strategy), undertaking a palm oil and chilli pepper project in Ghana. Training of emerging farmers in all elements of agriculture (arable, vegetables, livestock, poultry etc) and its sustainability. Training of growers on continual improvement, cost effective growing, utilisation of labour and other resources to maximum benefit.

**Project Manager – Valley Produce Ltd/Moroccan Producers, Morocco 2005 - 2007**

Permanent consultant to several Moroccan producers for new fresh produce project, advising on all aspects of agriculture and quality systems to ensure acceptance by UK companies such as Bakkavor, Tesco, M&S, Humber VHB etc.. Advised growers on repairs, alterations, new construction required to comply with Quality schemes and ensure compliance and therefore certification. Training of growers on continual improvement, cost effective growing, utilisation of labour (circa 320 employees) and other resources to maximum benefit. Was instrumental in the setting up, maintaining and internal auditing of Tesco's Natures' Way, Marks & Spencer Field to Fork, HACCP and GlobalGAP systems on 2 large agricultural enterprises and several smaller ones. All produce was grown in plastic greenhouses.

**General Manager – En Pons Fruits et Fleurs, France 2001 – 2005**

Development and total management of fresh produce enterprise. Project covered development of hydroponic strawberry unit covering 1 hectare using coir substrate product was sold to ASDA in UK. Farm won best French Strawberry grower from ASDA. Included quality systems to comply with local legislation, traceability, environmental awareness and IPM systems. Responsible for all aspects of growing, packing, cool chain etc for the enterprise.

**General Manager – Nehad Agronomy Services, Oman 1999 – 2001**

Overall management of 500 ha multi-site fresh produce enterprise. Responsible for every aspect of the business from input purchases, growing, packing and marketing. Carried out change management strategy as existing agronomy, harvesting and packing methods were not acceptable to the Japanese market which I started and developed for the company. Responsible for continual development, cost effective use of all resources to ensure greater profitability. Managed a staff of 420 employees made up of predominantly Indian expat workers plus 70 Omanis under the 'Omanisation' program.

**Irrigation Consultant – Cape Irrigation Consultants, South Africa 1997 – 1999**

**Agritech Services, UK**

Consulting and advising growers on optimum water requirements to maximise production, yield and quality. Consultancy covered both extensive and intensive agriculture, Field based crops were advised on using the Neutron Probe and intensive and hydroponic systems used a Theta Probe. Advice was used in the irrigation scheduling of several thousands of hectares in each country leading to increased shelf life, higher sugar content produce. An important added advantage was the protection of valuable water resources in an arid country making an important contribution to the protection of the environment.

**Agricultural and haulage contractor – Self Employed, UK 1986 – 1997**

Extensive arable experience covering wheat, barley, potatoes and oilseed rape. Extensive livestock experience in beef cattle and sheep and experience in dairy, pig and poultry production.

**EDUCATION/QUALIFICATIONS**

**Edinburgh Business School – Heriot-Watt University, UK**

Currently studying for MBA anticipated completion December 2021

**University of Cape Town/Getsmarter – July 2016**

Advanced Project Management

**SABS, Pretoria, South Africa – February 2008**

HACCP implementation and control

**SGS Kenya Ltd - November 2007**

IRCA Certified Quality Management System Lead Auditor Course

**De Montfort University, England 1992 – 1994**

HNC Business and Finance

**Brooksby Agricultural College, England 1983 – 1986**

B-Tech National Diploma in Agriculture

City and Guilds Agricultural and Horticultural Business Management

**Bransons College, Canada and England 1980 – 1982**

A-Levels Studied: Mathematics, Pure Mathematics and Geography

**Rugby School, England 1977 – 1980**

O-Levels: Maths, Geography, Combined Science I & II, English and French

**NATIONALITY**

British

**DATE OF BIRTH**

3<sup>rd</sup> April 1964

**COUNTRY OF RESIDENCE**

South Africa – permanent resident