

## Resume of Abul Basar Mohammad Ziaur Rahman

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### I. Personal details:

- **Name:** Abul Basar Mohammad Ziaur Rahman
- **Father's Name:** Late Zillur Rahman
- **Mother's Name:** Mst. Zohora Khatun
- **Permanent Address:** House# 221, Baliapukur, P.O- Ghoramara, Thana- Boalia, Dist.- Rajshahi-6100, Bangladesh
- **Mailing Address :** **A.B.M. Ziaur Rahman, Ph.D**  
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- **E-mail address:** [abmzrahman@gmail.com](mailto:abmzrahman@gmail.com)
- **Date of Birth:** 14 January 1971
- **Nationality:** Bangladeshi (by birth)
- **Gender, Marital Status:** Male, Married
- **Current Location:** Kampala, Uganda (East Africa)

### II. Educational qualification:

- Ph.D in Agronomy from Rajshahi University, Rajshahi, Bangladesh (2009) **Ph.D Research Title:** Optimizing the yield of Rice (Variety: BRRI dhan 29) through appropriate agronomic practices to ensure food security.
- MBA in Marketing from Southeast University, Dhaka, Bangladesh (2009)
- M.S in Genetics & Plant breeding from Bangabandhu Sheikh Mujibur Rahman Agriculture University, Gazipur, Bangladesh (1999) **M.S Research Title:** Genetic Diversity Study in Brinjal.
- PGDIR (Post Graduate Diploma in International Relations) from Dhaka University, Dhaka, Bangladesh (2016)
- B. Sc. in Agriculture from Bangladesh Agricultural University, Mymensingh, Bangladesh (1997)

### III. Key Qualifications and Competencies:

- a. Twenty years plus job experience in different organization (BARI, Syngenta Bangladesh Limited, BRAC International-Uganda) in different functions of Business Head (Seeds, Tissue Culture Lab, Training Centre at BRAC Uganda), Seeds Sales & Marketing, Seeds Research & Development (Agronomist), Project Management (partnership with INGO's), Business Development (TEGRA-Mechanized Rice Integrated Solution commercial Business) and Corporate Affairs role at Syngenta Bangladesh Limited, Project Officer-Research and Extension role at Bangladesh Agricultural Research Institute; gained considerable strategic, business and project management knowledge to operate Agribusiness specially crops sector, inclusive market system development handling Agriculture value chain projects/programs aligning with business strategies, budgeting and budget tracking, people and organizational management, stakeholder management including media-NGO-Govt. & regulatory officials.
- b. Expatriate knowledge on seed system development, skills on crops value chain & value chain actors, supply chain management, demand creation-campaign-business channel management, product life cycle management, balanced portfolio management, top & bottom line management in line with business plan and preparing new business case.
- c. Proficient in high level strategic management, goal setting and execution engaging cross functional team.
- d. Skilled on efficient cross functional team building and team engagement towards drive goal.
- e. Well experienced in organize, coordinate and facilitate high profile training, workshops, Seminar, field visit.
- f. Experience in presentation, communication for both in internal & external stakeholders, partnership, stakeholder engagement and leading team.
- g. Strong networking and communication skills, maintain liaison with Govt. depts., NGOs, academic and research institutes and private sectors for sharing knowledge, experience and skills. Experience in handling Issues, print & electronic Media, stress management, team building capabilities.
- h. Pro-active, result-oriented, energetic personality with strong interpersonal and intercultural communication skills. Self-motivated, able to work under limited supervision.

#### **IV. Key Proficiencies on completion of partnership Business projects:**

<b>Project partner</b>	<b>Funded by</b>	<b>Project Title</b>	<b>Duration</b>	<b>Responsibility</b>
DFID-IRRI-PETRRRA-Syngenta	DFID-PETRRRA Project	Evaluation of SRI (System of Rice Intensification) in some selected areas of Bangladesh (SP No.-3602).	Sep 2002-June'2004 (1 year 10 month)	Project Coordinator cum Researcher
Syngenta-ACI Motors Ltd	Syngenta-ACI	Mechanical Transplanting Services (TEGRA) of Rice seedling at northern part of Bangladesh	July-December'2013 (6 month)	Project Lead
Syngenta-PRAN Agro Business Ltd	Syngenta-PRAN	Syngenta's TEGRA Mechanized Rice farming (aromatic rice) service to PRAN contact farmer of Bangladesh	July-December'2013 (6 month)	Project Lead
Syngenta-PRAN Agro Business Ltd	Syngenta-PRAN	Buy back of Minikit rice from Syngenta's TEGRA Mechanized Rice farmer at Northern Bangladesh	Nov 2013-June 2014 (8 month)	Project Lead
BRRI-Syngenta under Public Private Partnership (PPP)	Syngenta Bangladesh	Evaluation of TEGRA (Mechanized Rice Integrated Crop Solutions) practice over farmer practice for Rice production in Bangladesh	July 2013-June 2014 (1 year)	Project Coordinator
Bangladesh Agricultural University-Syngenta under Public Private Partnership (PPP)	Syngenta Bangladesh	Evaluation of TEGRA practice (Mechanized Rice Integrated Crop Solutions) over farmer practice for rice production in Bangladesh	July 2013-June 2014 (1 year)	Project Coordinator
USAID-CNFA-Syngenta	USAID-CNFA & Syngenta	Agro Input Retail Network development & modern farming technology transfer in Southern area of Bangladesh	March 2013-Dec 2016 (3 years 9 month)	Project Lead
Katalyst-Innovation-Syngenta	Katalyst-Innovation & Syngenta	Promotion of micronutrients & balance fertilizer through Input sellers at Northern Bangladesh	Sep 2014-June 2016 (1 year 10 month)	Project Lead
Katalyst-EDGE-Syngenta	Katalyst-EDGE & Syngenta	Promote hybrid maize cultivation through access to information & quality input at Northern Bangladesh	Jan 2015-June 2016 (1 year 6 month)	Project Lead
Katalyst-Enroute-Syngenta	Katalyst-Enroute & Syngenta	Video integrated crop production Training (Rice, Tomato, Cucumber) for farmers (ICT project) at southern Bangladesh	Sep 2015-June 2016 (10 month)	Project Lead
USAID-AESA-Syngenta	USAID-AESA & Syngenta	A-Card (Bank credit card) for smallholder farmer in southern Bangladesh	February-July 2017 (6 month)	Project Lead
CIMMYT, Kenya-BRAC Uganda (BSBE)	CIMMYT, Kenya	Scale up production and marketing of draught tolerant hybrid Maize Seed at Uganda	March 2019-March 2020 (One Year)	Principal Investigator
AATF, Kenya-BRAC Uganda (BSBE)	AATF, Kenya	Promotion of draught tolerant hybrid maize variety, Champion at Uganda	Oct 2019-March 2020 (6 Month)	Project Lead
Palladium Int-BRAC Uganda (BSBE)	DFID-Palladium Int	Northern Uganda Transforming the Economy Through Market Development	June 2020-May 2021 (one year)	Project Lead
USAID-DAI-BRAC Uganda (BSBE)	USAID Feed the Future	Inclusive Agriculture Market Activity at Uganda	20 November 2020-28 February 2022	Project Lead

#### **V. Language Proficiencies:**

- **English** : Reading- Excellent, Writing- Excellent, Speaking- Excellent
- **Bengali** : Reading- Excellent, Writing- Excellent, Speaking- Excellent

## **VI. Computer Proficiencies:**

- Standard office computer software (MS Word, Excel, PowerPoint, SPSS), E-mail and Internet using.

## **VII. Professional Affiliation:**

- Life Member, Krishibid Institution of Bangladesh, *a professional organization of agriculturists in Bangladesh.*
- Life Member, Bangladesh Society of Agronomy, *a society of agronomist working in Ag development fields.*
- Life Member, Plant Breeding & Genetics Society of Bangladesh, *a society of Plant breeders working in Ag development fields*

## **VIII. Country Visited:**

India, Thailand, China, Indonesia, Malaysia, Vietnam, Singapore, Dubai, Kenya, Uganda (currently staying)

## **IX. Training, Workshop and Seminar:**

**Training received:** *Lists of relevant trainings only-*

Title of Training	Date & Duration	Place	Organizer
<b>Marketing related:</b>			
Presentation Skills Training	14-15 July 2001 (2 days)	Dhaka, Bangladesh	Syngenta Bangladesh
Selling Skills Course	13-17 Oct 2001 (5 days)	Dhaka, Bangladesh	Syngenta Bangladesh
Marketing & Sales Excellence (MaSE), Integrate Crop Solution Excellerator Training, Module-I	12-16 Dec 2010 (5 days)	Singapore	INSEAD Business School, Singapore
Agribusiness Technical Excellence Training	13-16 March 2011 (4 days)	Indonesia	Syngenta APAC, Singapore
Marketing & Sales Excellence (MaSE), Integrate Crop Solution Excellerator Training, Module-II	25-29 April 2011 (5 days)	Singapore	INSEAD Business School, Singapore
Marketing & Sales Excellence (MaSE) Training	19-22 Nov 2012 (4 days)	Bogra, Bangladesh	Syngenta Global, Switzerland
<b>Crop Agronomy &amp; Operation related:</b>			
Maize Seeds Field evaluation Trials and R & D farm operation training	22-27 May 2000 (6 days)	Thailand	Takfah R & D Station, Syngenta Thailand Limited
Foundation Seed production practice in Rice	12-13 July 2000 (2 days)	Gazipur, Bangladesh	Bangladesh Rice Research Institute
Hybrid Rice Technology	11 March-04 April 2001 (25 days)	BRRI, Gazipur, Bangladesh	Hunan Academy of Agriculture Science, China
Entomology and Insecticides training	4-5 April 2005 (2 days)	Dhaka, Bangladesh	T.S. Agriculture, Australia
Hybrid Rice Seed Production Training	21-25 August 2005 (5 days)	China	Crop Research Institute, Sichuan Agricultural University, China
Conservation & Utilization of Plant Genetic Resources	5-8 March 2007 (4 days)	Gazipur, Bangladesh	Bangladesh Agriculture Research Institute
<b>Program Development related:</b>			
Project cycle management training	09-11 Sep 2002 (3 days)	Bogra, Bangladesh	Rural Development Academy
<b>Leadership Development related:</b>			

Situational Leadership Workshop	30-31 Dec 2008 (2 days)	Dhaka, Bangladesh	Syngenta Bangladesh
Leadership & Teamwork Workshop	29 June 2012 (1 day)	Bogra, Bangladesh	Syngenta Bangladesh
Foundation of Leadership	18-20 Aug 2013 (3 days)	Bogra, Bangladesh	Syngenta India
The 7 Habits of Highly Effective People	20-21 Jan 2016 (2 days)	Dhaka, Bangladesh	Franklin Covey, India

**Workshop attended:** *Lists of relevant workshops only-*

Title	Date & Duration	Place	Organizer
All India Rice Group Workshop-2004	12-13 April 2004 (2 days)	India	Indian Council for Agriculture Research (ICAR)
South Asia field crops Seeds product development workshop	13-19 April 2008 (7 days)	India	Syngenta India
Workshop on Developing Public Private Partnership (PPP) for Enhancing Production and Adoption of Stress Tolerant Rice in Coastal Regions of Bangladesh	19 August 2009 (1 day)	Dhaka, Bangladesh	SEDF-IFC-IRRI
Field crops Seeds Strategy Workshop	30 Nov-3 Dec 2009 (4 days)	Thailand	Syngenta APAC, Singapore
South-Asia Seeds Strategy workshop	5-8 March 2010 (4 days)	Dubai, UAE	Syngenta India
Mechanized Rice Integrate Crop Solution Technical Workshop	7-11 Dec 2010 (4 days)	Indonesia	Syngenta APAC, Singapore
Rice mechanization Leadership Workshop	17-26 March 2011 (10 days)	Vietnam	Syngenta APAC, Singapore
Rice Agronomy Workshop	23-29 Feb 2012 (7 days)	India	Syngenta APAC, Singapore
Agribusiness Strategy Workshop	15-17 Nov 2013 (3 days)	Malaysia	Syngenta Bangladesh
Asia & Pacific (APAC) Media Workshop	9-10 Nov 2016 (2 days)	India	Syngenta APAC, Singapore
African Seed Trade Association (AFSTA) Congress 2019	5-7 March 2019 (3 days)	Kenya	AFSTA

**Workshop/Seminar Organize:** *Lists of relevant workshops/Seminar only-*

Title	Date & Duration	Place	Organizer
Syngenta-FIDA (journalist forum) fellowship book launching workshop	21 Dec 2016 (1 day)	Dhaka, Bangladesh	Syngenta-FIDA (Forum for Information Dissemination in Agriculture)
Seminar on Sher-e Bangla Agricultural University-Syngenta initiative for Pollinator Safety	16 May 2017 (1 day)	Dhaka, Bangladesh	Sher-e Bangla Agricultural University-Syngenta
Seminar on Role of Media for Agriculture Development; address counterfeit and adulterated agro input issues	4 August 2017 (1 day)	Rajshahi, Bangladesh	Syngenta-Rajshahi University

**X. Career History at BRAC International, Syngenta Bangladesh Limited & BARI:**

Function	Position Held	Duration	Employment
BRAC Business (Seeds, Tissue Culture & Training Centre)	Head, BRAC Social Business Enterprises Uganda Limited (BSBE)	02 Years	11 November 2018 to till date
Corporate Affairs, Syngenta Bangladesh Ltd.	Corporate Affairs Lead	2 years 10 month	1 Jan 2016 to 31 Oct 2018

Commercial (Business Development), Syngenta	TEGRA Rice Program Lead	4 years	1 January 2012 to 31 Dec 2015
Product Development, Seeds, Syngenta	Product Evaluation and Assessment Manager	3 month	1 October 2011 to 31 Dec 2011
Product Development, Seeds, Syngenta	Product Development Manager, Seeds	2 years 6 month	1 April 2009 to 30 Sep 2011
R & D-Seeds, Syngenta	Trial Manager, Seeds	3 years	1 April 2006 to 31 March 2009
R & D-Seeds, Syngenta	Trial and Registration Executive, Seeds	1 years 3 month	1 January 2005 to 31 March 2006
R & D-Seeds, Syngenta	Trial Officer, Seeds	4 years	1 January 2001 to 31 Dec 2004
Sales & Marketing, Seeds, Syngenta	Sales Development Officer, Seeds	1 years 7 month	1 June 1999 to 31 Dec 2000
Project of BARI	Research Fellow	6 Month	1 Nov. 1997 to 30 April 1998

## **XI. Relevant Working Experience:**

### **Head, BRAC Social Business Enterprises Uganda Limited (November 2018 to till date):**

**Key Role and Responsibilities:** This is International staff position and BRAC Uganda country head office based top management position. The goal of this Leadership position is to scale up BRAC current Business of three enterprises (BRAC Seeds, BRAC Tissue Culture & BRAC Training Centre) and explore opportunities for portfolio expansion of fertilizers & farm machineries, fund raising and Agriculture-Food Security-Livelihood Improvement Projects operation. This position belongs to functional reporting to Advisor (Director) who is based in BRAC International operational head office at Dhaka, Bangladesh and administrative reporting to Country Director, BRAC Uganda and core accountabilities included;

- i.** Formulate and process the short and mid-term business strategy of the Seed business, Tissue Culture Technology products Business and two different training center called BRAC Learning Centre (BLC) operational strategies set up alignment with organizational goal and taking necessary action for implement
- ii.** Prepare an annual budget and operational strategies for seed business, Tissue Culture Technology Business and BRAC Learning Centre (BLC) to support the activities
- iii.** Establish effective initiatives and policies that ensued portfolio wise top line and bottom line of budgeted target
- iv.** Initiation and implementation of business process improvement tools to ensure higher profitability, customer's engagement and de-alignment
- v.** Explore new collaboration with national and international Agricultural Research Institute, Government Agencies, Regulatory Authority and other relevant personnel in the industry and media to get the required support for exploring Social Business Enterprises potentialities
- vi.** Lead the 56 acres of well-structured Seed Research & Development Farm team to operate R & D activities in cost effective way and help realize their developmental potential in alignment with market demand and identify additional support, capability development needs where necessary
- vii.** Lead, motivate, guide and monitoring marketing team for implementing marketing plan focused on market penetration, market development and promotional activities
- viii.** Mentoring and leading sales team for aggressive sales ensuring well managed dealers network, on time distribution of products, operate own BRAC Seeds outlet, handling corporate sales team efficiently for providing total solution for the business
- ix.** Supporting Seed Production team through providing technical and strategic guideline to develop cost effective community based entrepreneur model of seed producer engaging youth and women to ensure and deliver quality seeds maintaining both field and seed quality standard
- x.** Provide strategic guidelines to the Seed Processing Plant team to operate a fully automated Seed Processing Plant and seed quality assurance lab in cost effective way maintaining zero deviation in Health, Safety and Environmental aspects
- xi.** Leading a Techno-Commercial team of well-equipped world class BRAC Tissue Culture Laboratory to develop and operate a cost effective social inclusive business model ensuring business of Tissue Culture Technology products of Banana sucker, vitamin A enriched orange flesh sweet potato vine
- xii.** Supporting and monitoring BRAC Learning Center talented team for delivering commitments
- xiii.** Develop and ensure implementation of field force incentive programs, customer incentive

program, other promotional activities for effective output and achievement of objectives

**xiv.** Plan and implement expansion of business through launching of new products, dealers and customer engagement initiatives and stakeholders management efficiently

**xv.** Provide leadership to develop future leaders among the team and recruit staff as need of business, motivate, coaching, training, guide & monitoring the staff across reporting department

**xvi.** Take initiative and implement price decision for both purchase and sales activities with proper approval from authorized personnel

**xvii.** Monitoring and analysis all related cost and take necessary steps for controlling the unwanted cost

**xviii.** Ensure optimum utilization of inputs and resources to attend maximum output for Business in alignment with business strategy

**xix.** Closely working with fund raising management team for concept note development, proposal writing, budget preparation, stakeholder's connection for Agriculture value chain and market system development, livelihood improvement, food and nutrition security program development and implementation through partnership with donor agencies

**xx.** To perform others jobs as and when required by the superior related to program

**Key achievement:** Execute first 90 days plan, get approval of 5 years business plan, upgrade SOP & policies, operational cost optimization plan execution, Team onboard-capability development & re-structuring organogram resulting remarkable business growth ever in previous year and introduce corporate sales, even shaping and enrich seeds portfolio, implement cost-effective sales & distribution channel and empowering team. Variety release and introduce first exclusive hybrid maize variety under BRAC Seed portfolio at Uganda from CIMMYT hybrid maize pipelines. It has been Started Multiplication of parental line at R & D Farm and commercial hybrid maize seed production by contact growers. Achieved Two projects, first one is DFID-Palladium Int. funded Northern Uganda Transforming the Economy through Market Development and another one is USAID-DAI funded Inclusive Agriculture Market Activity at Uganda.

### **Corporate Affairs Lead (January 2016 to October 2018/Two years 10 Months):**

**Key Role and Responsibilities:** This is country head office based functional top management position in matrix organization. The goal of this Leadership position is to strategic plan and execution of Corporate Affairs function of Syngenta Bangladesh in align with global Syngenta standard through guidance and support from South Asia & Asia-Pacific regional corporate affairs team of Syngenta where functional reporting to Line Manager, Dr. K.C. Ravi, Corporate Affairs Head, Syngenta South Asia who was based in New Delhi, India and administrative reporting to Country Head, Bangladesh and core responsibilities included;

- People and organizational development initiative exploring cross functional team engagement in a situational leadership manner in fast moving agricultural technological advancement
- Strategic stakeholder Management and communication; linkage with govt. department (Ag Ministry, Ag Extension, Ag Research), Industry association (crop protection & seed association, DCCI, MCCI), print & electronic media
- Prepare concept notes, LoA/MoU for partnership, ToR, reports and various program documents, conduct formal presentations and organize workshop, seminar, roundtable and field visit on specific agendas.
- Ensure business sustainability through promoting good relationships between Syngenta and NGO/private sector in engagement of project activities in the area of Agriculture/Agribusiness/Crops Value Chain development
- Coordinate piloting of Syngenta's global project "Growing Together" in partnership with VSO (INGO) to improve livelihood of rural farming communities through establishing "Farmer Centre" which is one stop solution for farmers (access to finance, information, quality agro input & machinery services, linkage to market)
- Implementing Syngenta's global program "Good Growth Plan" focus one planet-six commitments to support SDG (Sustainable Development Goal)

**Key achievement:** MoU signing with USAID-AESA project for A-Card, Agreement signing with Sher-e Bangla Agricultural University for honey bee effect research on pollination and pollinator safety training for commercial honey bee keepers, Seminar organize with Rajshahi University for addressing adulterated agro input (seed, fertilizer, pesticide) issues engaging key print and electronic media, Govt. S.R.O publication by NBR (National Board of Revenue) of Ministry of Finance to resolve ATV (Advance Trade VAT) issue in fertilizer import, Uphold Syngenta's corporate brand image through joining different seminar, workshop as a panel expert member, Published Syngenta's corporate brochure, First publication of "Syngenta Barta" which is semester bulletin of Syngenta for external stakeholders, Two publication of FIDA-Syngenta fellowship book (2016, 2017).

### **TEGRA Rice Program Lead (2012-2015/4 years):**

**Key Role and Responsibilities:** This is a Business Development management position exploring Techno Commercial Leadership in Agriculture industry to provide technical assistance regarding mechanized Rice Integrated Crop Solution (Rice ICS) to farmers ensuring top line business growth (Revenue) and optimizing bottom line effectiveness (Profit) where administrative reporting to Country Head, Syngenta Bangladesh and Functional reporting to R. Suresh Babu, Head of TEGRA Business, Syngenta South Asia who was based in Hyderabad, India. TEGRA is the global Mechanized Rice Integrated Crop Solution (Rice ICS) product brand of Syngenta for Rice farmer piloting in Bangladesh that provides commercial rice farming package that includes healthy seedling produced at Central Tray Processing (CTP) unit, on time mechanically seedling transplanting by Rice Transplanter, herbicide application and season long Agronomic services by Syngenta's cross functional team of TEGRA (Commercial, Production & Supply, Nursery & Transplanting, Research & Dev, Quality). Core responsibilities included;

- TEGRA Business model development in line with Marketing & Campaign strategy
- Lead Commercial function of TEGRA brand and capability development of operational team
- Short term and long term strategy development and implementation
- unlock potentiality of rice value chain actors through development of local service provider and entrepreneurship
- Financial Analysis, reporting and responsible for profit and loss
- Partnership with govt. organization, NGO and private sector for accelerating TEGRA business

**Key Achievement:** Business model development which Start from 50 acre/season TEGRA sales that reach 300 acre/season within next six rice season, onboarding TEGRA team comprising 30 core employees and capability improvement, Business contract signing with ACI Motors Limited for mechanical transplanting services, Research agreement signing with BRRI & Bangladesh Agricultural University for TEGRA practice validation. TEGRA Rice business strategy preparation for Syngenta Bangladesh, Short term (three years) and long term (10 years) business plan development.

### **Trial Officer/Trial & Registration Executive/Trial Manager/Product Development Manager/Product Evaluation & Assessment Manager (2001-2011/11 years):**

**Key Role and Responsibilities:** This is entry to Top-level position of Seeds Research & Development function of Syngenta Bangladesh that comprises field trials-seeds variety selection & registration, seeds variety evaluation and commercial advancement. Core responsibilities included;

- Field Trials of Hybrid Rice, hybrid Maize & hybrid vegetables seeds for varietal selection
- Crop production practice module development for field crop and vegetables and Agronomic training for field forces and channels (Distributor, Dealer/Retailers)
- R & D farm Operation (Farm In charge), R & D Budget preparation, in country & abroad reporting
- Seeds variety sourcing, seeds variety registration, Product life cycle management, Technical Issues handling
- Foundation seed production of Inbred rice varieties and technical capability development of rice seed production & quality team as well as rice seeds production contract grower (contract farming approach)
- Overseeing hybrid rice breeding activities, Parental line maintenance, Hybrid Rice Seed production research and guide commercial F1 production team
- Agriculture development project management with donor INGO's, Partnership with University, NGO, Govt. research & extension Institution
- Organize Workshop, Seminar, Roundtable discussion, field visit for key stakeholders engagement

**Key Achievement:** Hybrid rice variety selection and registered four hybrid rice variety for commercial selling, Registered hybrid Maize, Tomato, Chilli, Bittergourd, Cucumber variety, setting up R & D farm infrastructure and Farm operation protocol development, Agronomy training manual preparation, product stewardship protocol development, Hybrid Rice seed production training manual preparation for contract grower. Field Trials manual and procedure development.

### **Sales Development Officer, Seeds (1999-2000):**

**Key Role and Responsibilities:** This is entry level position of Sales and Marketing function under Commercial unit which develop and manage sales & marketing network for Sales region of Seeds and main responsibilities included;

- Achieve sales target addressing push-pull marketing activities, Business channel (Stockist & Retailer) management
- Product promotion through Field demonstration, Lead farmer meeting, Individual farmer contact

- Lead and coach on ground technical sales field forces on crop cultivation best practices, campaign and sales management
- Planning & budget control, supply chain effectiveness and inventory management

**Key Achievement:** Achieving yearly sales budget maintaining minimum inventory in stockist level. Set up retail network in new business potential areas. Build strong relation with Ag. Extension officials.

**Project Coordinator/Project Lead in partnership with Govt. dept and INGO:**

**Key Role and Responsibilities:**

- Prepare project concept note, logical framework, negotiate and prepare MOU/LOA with partner organization, INGO and organize signing program engaging key stakeholders
- Onboard project team ensuring cross functional engagement and proper documentation
- Budget preparation, cost control, monitoring & evaluation, internal & external reporting
- Organize workshop, seminar, result sharing meeting, planning & budget meeting
- Visit on ground project activities in field, performance evaluation and development plan of team

**Key Achievement:** Project start and completion within time & budget frame reaching goals & objectives, comprehensive documentation and reporting, key project outputs endorse in core business.

**XII. Major publications:**

Publish eight research papers in different national and international scientific journal of Agriculture

Rahman,A.B.M.Z, Islam,M.O, Mian,M.A.K and Rasul,M.G. 2002.Genetic divergence of Brinjal ( *Solanum melongena L* ).Bangladesh J PI Breed. Genet,15(2):47-50

Rahman,A.B.M.Z, Haque,M.A, Hoque,M.A, Pervin,M.S and Alam,Q.A. 2006. Evaluation of System of Rice Intensification (SRI) practice for boro rice cultivation in some selected areas of Bangladesh. Int. J. Sustain. Agril. Tech. 2(4):24-27

Rahman,A.B.M.Z, Islam,M.A, Hoque,M.A and Karim,S.M.R. 2006. Evaluation of Four Herbicide in controlling weeds in Transplanted Aman Rice(*Oryza sativa L*). J. Subtrop. Agric.Res. Dev. 4(1):63-68

Rahman,A.B.M.Z, Islam,M.A, Hoque,M.A and Karim,S.M.R. 2006. Economic Study on use of different level of Herbicide and hand weeding methods in controlling weeds in Transplant Aman Rice(*Oryza sativa L*). J. Socio. Res. Dev. 3(1):66-73

Mondol,M.R.H, Khan,M.M, Islam,R, Rahman,A.B.M.Z. and Rouf,F.M.A. 2007. Study on different methods in controlling *Chenopodium album* and their effect on yield of Wheat. Bangladesh J. Agric. and Environ. 3(2): 43-53

Rahman,A.B.M.Z, Islam,M.S, Islam,M.S, Paul,A.K, Hoque,M.A and Pervin,M.S. 2011. Effect of Seedling Age and number of Seedlings on yield and yield component of Rice(*Oryza sativa L*). Intl. J. BioRes. 11(2):08-11

Islam,A.K.M.S, Islam,M.T, Rabbani,M.A, Rahman, M.A and Rahman, A.B.M.Z. 2015. Commercial mechanical rice transplanting under public private partnership in Bangladesh. . J. Biosci. Agric. Res. 06(01): 501-511

Islam,A.K.M.S, Rahman,M.A, Rahman,A.B.M.Z, Rahman,M and Kim,Y.J.2016. Comparison of Tegra and Conventional Rice Cultivation in Bangladesh. Bangladesh Rice J. 20 (1):33-43

**XIII. Study Conducted/ Involvement, Evaluation & Reporting**

1. Completion Report on Verification and Refinement of the System of Rice Intensification (SRI) project in selected areas of Bangladesh (SP 3602) submitted to IRRI-PETRR project.
2. Final Evaluation Report on Verification and Refinement of the System of Rice Intensification (SRI) project in selected areas of Bangladesh (SP 3602) submitted to IRRI-PETRR project.

**XIV. Referees:**

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**XV. Declaration**

"I CERTIFY THAT ALL INFORMATION STATED IN THIS RESUME IS TRUE AND HAS COMPLETED TO THE BEST OF MY KNOWLEDGE."

Date: 14/02/2021

Signature:

(Abul Basar Mohammad Ziaur Rahman)