

CURRICULUM VITAE



Name: SALIH KHEIRALLA HUSSEIN MAHMOUD, (Ph.D.)
Nationality: Sudan
Date of Birth: 1st January 1975
Marital Status: Married, three children
Languages: Arabic and English
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Education:

2011 – 2014: Ph.D., Agribusiness and Development Management, Tamil Nadu Agricultural University, Coimbatore, India.
2005 – 2007: Master of Business Administration (MBA), Sudan Academy of Science, Khartoum, Sudan.
1993 – 1999: B.Sc. honors (Agricultural economics), University of Gezira, Sudan.

On Job Training Courses:

2014 Training course on Strategic Planning and Decision Support System (DSS), organized by Arab Organization for agricultural development.
2011 Training course on Project Cycle Management (Project Formulation and Planning), organized by Japan International Cooperation Agency (JICA).
2010 Training course on Participatory Planning, Monitoring and Evaluation-managing for impact (PPME), organized by Center for

Development Innovation, Wageningen International University, Netherlands.

- 2009 Training course on Monitoring and Evaluation of the Result-based Management programme, organized by FAO in cooperation with European Union (EU).
- 2009 Training course on Groupware Application for E-Commerce (GAEC), running by Multi Media University (MMU), Malaysia.
- 2008 Training course on project identification, formulation and feasibility studies by using modern method (COMfarIII) organized by UNIDO in collaboration with Islamic development bank (Jeddah) and Ministry of investment, Sudan.
- 2007 Training Course on Macro-economic Policies in Sudan, organized by World Bank (WB) in collaboration with Ministry of finance and national economy, Sudan.
- 2005 Training course on management information system (MIS), organized by ministry of cabinet council (national information center), Arab organization for agricultural development in collaboration with Ministry of Agriculture and Irrigation.
- 2005 Training course on management of modern negotiations methods, conferences, workshops and seminars, organized by the Arab organization for agricultural development, National center for diplomatic studies (Ministry of foreign affairs) in collaboration with Ministry of Agriculture and Irrigation.
- 2004 Training course on modern negotiations methods, organized by the Arab organization for agricultural development, National center for diplomatic studies (Ministry of foreign affairs) in collaboration with Ministry of Agriculture and Irrigation.
- 2004 Training course on multi negotiations on agricultural trade, world trade organization (WTO), organized by food and agriculture organization of the united nation (FAO) in collaboration with Ministry of Agriculture and Irrigation.
- 2003 Training course on project cycle management (PCM), organized by food and agriculture organization of the united nation (FAO) in collaboration with Ministry of Agriculture and Irrigation.

- 2002 General English Language courses 500 C.H (Credit Hours)-Sudan National Center for languages (SELTI).
- 2001 Training course on data collection and statistical analysis by using (SPSS), organized by Arab Organization for agricultural development in collaboration with Ministry of Agriculture and Irrigation.

Key Qualifications:

- Sixteen years professional experience in agricultural investment, bilateral relation, agribusiness and marketing development.
- Formulation and development of sustainable agribusiness initiatives, through the provision of an enabling environment and critical investments in agricultural sector.
- Management of comprehensive monitoring and evaluation systems for agribusiness investment in Sudan.
- Excellent communication skills and ability to interface with stakeholders from diverse cultural backgrounds.
- Very good knowledge of tools and common software such as (Microsoft Word, PowerPoint, Spread Sheet, in addition to statistical package like; SPSS, STATA, GRTIL, EVIEW and QM4Windows.

Professional Experience:

- 2014-On-Going:** Director of Technical Office, International Cooperation Directorate, Federal Ministry of Agriculture and Irrigation, Sudan.
- Duties and Responsibilities;
- Provide direct technical back-stopping, where required, and review funding applications prior to onward submission for formal approval.
 - Development of foreign relations in the field of agriculture to benefit from bilateral relations with friendly countries, the potential of international and regional organizations in the

provision of grants and aid, technical support, institutional capacity building and the promotion of agricultural investment.

- Take advantage of the possibilities of regional and international organizations in updated technical support and institutional capacity building of the agricultural sector in order to achieve the plans and objectives of economic development.
- Coordination and follow-up of foreign-funded projects.
- Monitoring and Evaluation (M&E) for all foreign-funded projects.
- Participate in organizing conferences, seminars, workshops and other events on agricultural sector and issues related to agriculture.
- Develop concepts, methodologies, guidelines and indicators for agricultural investment and inclusive and sustainable agribusiness development.
- Promote international cooperation, increased policy dialogue and provide technical expertise and assistance to staff.
- Design and conduct research, data collection, analyzing and reporting activities to support the development of inclusive and sustainable agribusiness value chain.

2011 – 2014: Graduate student, Department of Agricultural and Rural Management, Tamil Nadu Agricultural University, Coimbatore, India.

- Ph.D. Analyzed the effect of marketing efforts and corporate governance on performance of agri-input firms in India, by examining the relationships between various marketing efforts and corporate governance in terms of board dimension and their influence on performance of agri-input firms. Marketing variables and corporate governance data (ten years time series data) were collected by using different data collection methods for agri-input firms in India. Developed and econometrically estimated the panel data of marketing variables and corporate governance on the performance by using different analytical tools

such as; financial analysis (ratio analysis), descriptive analysis, correlation analysis and multiple panel data regression analysis namely; Fixed Effect Model (FEM) and Random Effect Model (REM).

Also conducted research on:

- Market performance analysis
- Corporate governance
- Resource management

2007 – 2010: Head of Monitoring and Evaluation, Department of agricultural investment, Federal Ministry of Agriculture and Irrigation, Khartoum, Sudan.

The main responsibilities;

- Development and implementation of M&E approaches and methods in the agribusiness projects for the assessment of the relevance, efficiency, effectiveness and impact of their activities, and to promote accountability.
- Follow-up investment projects.
- Facilitation of partnerships with the international and national agribusiness investors.
- Promotion for Agricultural Investment and provide all required services for both national and foreign investors.
- Implementing M&E to ensure the plan with actual work and to identify the problems confront the agricultural investment projects to participate in solving the drawbacks.
- Assisted in the development of appropriate training modules for target beneficiaries and on-going monitoring and evaluation activities.
- Provided support on matters connected with agricultural investment within the designated area.
- Establish effective monitoring and evaluation frameworks (progress monitoring plans and performance monitoring plans) at the agency and implementing partners levels for monitoring the plan/activities implementation for agribusiness project.

- Evaluated the acquisition price and determined the capital investment requirements to establish and/or restructure the operations of agricultural investment projects.

2005 – 2007: Graduate Student (MBA), Sudan Academy of Science, Khartoum, Sudan.

2002 – 2005: Technical Officer, Monitoring and Evaluation, Department of Agricultural Investment, Federal Ministry of Agriculture and Irrigation, Khartoum, Sudan.

Main Duties and Responsibilities;

- Assist the head of monitoring and evaluation (M&E) to follow-up investment projects in agriculture sector.
- Organize for evaluation of projects being implemented by the investor as to their effectiveness and efficiency in accordance with approved plans.
- Implement annual M&E survey for all Investment project to assess projects plan comparing with actual action.
- Propose proper solutions for problems/challenges facing the projects.
- Propose solutions to problems that investors as companies/individuals face in carrying out their activities and the implementation of their plans.
- Preparation and writing reports of work performance and compile reports and records relative to specific work performed in agribusiness investment.
- Undertook technical due diligence evaluations on the target agricultural investment projects and prepared structured profiles on the cropping options, production resources and infrastructure to operate commercially.

2000 – 2002: Technical Officer, Department of Bilateral Relation, Federal Ministry of Agriculture and Irrigation, Khartoum, Sudan.

The main functions are;

- Development of the Foreign Relations (technical and economical) in the field of agriculture.

- Holding of the minutes of meetings.
- Preparing agreements and bring aid, grants and loans to finance projects in the agricultural field.
- Development of bilateral relations between Sudan and other countries in the field of agriculture to attract fund, technical assistance and the exchange of experiences.
- Follow-up the implementation of bilateral agreements between Sudan and foreign Countries in the field of agriculture.

1999 – 2000: Math's Teacher, teaching at Eldamazeen Higher Secondary School, Blue Nile State.

Scientific Activities:

- Member of Editorial Board of World Journal of Social Science Research, Los Angeles, USA.
- Member of Editorial Board of Current Research in Agricultural Sciences, Online ISSN: 2312-6418, Print ISSN: 2313-3716, Pak Publishing Group.

Workshops/Forums

Participation:

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| 2014 | Participation as consultant team member of Sudan National Agricultural Investment Plan (NAIP) - part of Comprehensive African Agricultural Development Programme (CAADP) - adapting to agricultural development in Africa. |
| 2011 | Participation in the International Symposium on Environmental Assessment, organized by Unit of Toxicology, Department of Zoology, School of Life Science, Bharathiar University, Coimbatore, India. |
| 2008 | Participation in ExpoZaragoza 2008, Spain, (The Water and development in the world). |
| 2006 | Workshop on agriculture as a business in Africa-New paradigm, organized by Afro-Asian Rural Development (AARDO) in collaboration with Agricultural and Rural Management Training |

Institute(ARMTI)-Ministry of Agriculture and Rural Development-Nigeria.

Publications:

1. Marketing Efforts and Sales Revenue: A Panel Data Analysis of Indian Agri-Input Firms, International Journal of Commerce and Business Management, Vol. 7, Issue 1, April 2014, pp 67-72.
2. Marketing Margin and Pricing efficiency Analysis of Tomato Production in Sudan, International Journal of Economics and Business studies, Vol. 02, No.12, October 2013.
3. Corporate Governance and Firm's Value: An Empirical Analysis of Agri-input firms in India. IRACST International Journal of Commerce, Business and Management (IJCBM), Vol. 2, No.6, December 2013.
4. Influence of Product Knowledge, Easy Availability and Low Price on Consumers' Attitudes and Buying Behavior towards Non-Deceptive Counterfeit Products, International Journal of Social Science and Management, Vol. 3, No. 3, July 2013.
5. Agriculture as a business in Sudan, introduced in a workshop organized by Afro-Asian Rural Development (AARDO), Nigeria, Dec, 2006.

Membership:

- Member of Sudanese Agricultural Engineers Union.
- Member of Sudanese Agricultural Council.
- Member of E-agriculture.

Ref:

1. **Dr. R. Venkatram**, Professor, Dept of agricultural and Rural Management, Tamil Nadu Agricultural University, Coimbatore, India.
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2. **Dr. Mohammed Ahmed Ali Dengil**, Former Director of International Cooperation Directorate, Ministry of Agriculture and Irrigation.
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4. **Dr. Abubakr I. M. Hussein**, Director of Development Studies and Research Institute, University of Khartoum.
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