


CURRICULUM VITAE - ANDERS FRIGAARD

1. PERSONAL DATA

Name	Anders Frigaard	
Contact details	Tel. +45 3012 8465 anders@danishknowhow.com Gravenstensvej 9 DK-3450 Allerød Denmark	
	www.linkedin.com/in/frigaard	
Date of birth	December 23, 1970	
Nationality	Danish	
Civil status	Married, two children	
Focus	<p>MBA and Agro Economist. Expert in building agribusiness entrepreneurship projects in developing countries, agribusiness and entrepreneurship training, building up organizations and heading international marketing operations.</p> <p>In depth experience with:</p> <ul style="list-style-type: none"> - Developing agribusiness entrepreneurship programs in developing countries - Advisory for governments and organizations for job creation in rural areas - Building organizations and advocacy activities - Project funding from international investors and donors - Analyzing and interventions in the food value chain - CSR activities in developing countries - Training and support to agricultural entrepreneurs 	
Resume	<p>Established own project in Mozambique to develop commercial agribusiness entrepreneurship. Project has reached financial sustainability and operates successfully with 35 entrepreneurs and a staff of 10 persons.</p> <p>Advisor to the government of Kazakhstan in increasing job possibilities in rural areas and interventions in the food value chain.</p> <p>Application and administration of several projects, including financing and funding from social investors and donors from Denmark and abroad.</p> <p>Development of agribusiness training programs, setting up training centers, building organizations and train the trainers in Mozambique.</p> <p>Feasibility studies for local manufacturing and implementation of market entry strategies for new combine harvester in South America.</p> <p>Building up organization for the Danish Agriculture and Food Council to establish advocacy and promotion activities for a group of Danish agro-industrial companies.</p>	

2. EMPLOYMENT RECORD

2010 - present	<p>Managing Director danishknowhow[®] - Copenhagen Head of development and implementation of project in Mozambique. Consultancy for clients world-wide, among others Ministry of Employment of Kazakhstan, Cecaso Group Angola, Alimentos Bolivia and Ministry of Mineral Resources of Mozambique.</p>
2008 - 2010	<p>Portfolio Manager Syngenta Crop Protection - Copenhagen Responsibility for portfolio planning, product marketing and campaigns in Nordic Countries. Co-ordination of strategy with European markets and Swiss headquarter.</p>
2005 - 2008	<p>Director Development danishknowhow[®] - Copenhagen Founding company and building up organization and dealer network. Planning and implementation of training and educational programs for farmers and food processors in Eastern Europe and SNG.</p>
2001 - 2005	<p>Head of Division Danish Agricultural Council – Copenhagen Established organization for 40 Danish agro-industrial companies. Facilitation of general conditions and implementation of export promotions and projects in China, Russia, Kazakhstan, Romania, Bulgaria and Ukraine. Facilitation of contacts to financial institutions, development organizations and the World Bank.</p>
1999 - 2001	<p>Sales Manager Scanvaegt International A/S – Århus, Denmark Full responsibility for business unit. Coordination of product development and sales network world-wide. Sales and marketing to marine industry in Norway, Iceland, France, Holland, US, Argentina, Australia, New Zealand, Korea, China and Russia.</p>
1998 - 1999	<p>Project Coordinator AGCO do Brasil – Porto Alegre, Brazil Coordination of product alternations and market introduction. Training of sales force and dealer network in Brazil and Argentina.</p>
1996 - 1998	<p>Regional Export Manager AGCO / Dronningborg Industries a/s – Randers, Denmark Sales training and coordination of promotion in Bulgaria, Poland, Baltic States and Ukraine. Field research and feasibility studies for setup in Ukraine, Australia and South Africa.</p>

3. EDUCATION

1999 - 2001	MBA – International Business Management Business Institute Aalborg
1994 - 1996	Academy Economist – International Marketing Aarhus Business College
1992 - 1994	Agro Economist – Agricultural Management Næsgaard Agerbrugsskole
COURSES	Social Media – Institut for Fremtidsforskning 2010
	HR Management – Patriotisk Selskab 2007
	Managing Media – LOK 2003
	E-business Academy – Dansk Markedsføringsforbund 2002
	Political Project Management – Djøf 2001
	Spanish Language – Goethe Institute, Santiago de Chile, 1996

4. LANGUAGE SKILLS

	SPEAKING	READING	WRITING
Danish	Mother tongue	Mother tongue	Mother tongue
English	Excellent	Excellent	Excellent
Portuguese	Fair	Fair	Poor
Spanish	Fair	Fair	Poor
German	Fair	Fair	Poor

5. PROFESSIONAL EXPERIENCE

Name of assignment	Dairy support scheme - Bolivia
Period of service and length	2014 –
Location	Santa Cruz, Bolivia
Client	S.A. Christensen and ALSA
Main project features	Business scheme development to increase volume and quality of milk deliveries to Bolivian dairy company ALSA. Project provide support scheme to small scale dairy farmers by delivering service, knowhow and equipment from Danish supplier S.A. Christensen. In the business scheme farmers pay for the service and equipment through the milk delivered.
Position held	Project administrator
Activities performed	Application and administration of Danida business partnership agreement. Finding local partners and develop business plan Training of local staff and farmers

Name of assignment	Masterplan development for job creation in rural areas
Period of service and length	2014 -
Location	Astana - Kyzylorda, Kazakhstan
Client	Ministry of Employment, Astana
Main project features	Innovation process and development of masterplan for increased job creation in rural areas of Kazakhstan. Development of interventions in the value chains for micro farmers.
Position held	Consultant
Activities performed	Developed roadmap on creation of increased business opportunities for micro farmers. Developed pilot project to be rolled out in all regions of Kazakhstan. Delivered input to general master plan for facilitation of job development in rural areas of Kazakhstan.

Name of assignment	Development of an African concept for sustainable pig production
Period of service and length	2014-
Location	Moamba, Mozambique
Client	Dyrenes Beskyttelse (Danish Animal Protection)
Main project features	Develop an African free range pig production system - based on the values from the Danish organic and welfare brands "Velfærdsdelikatesser" and "Friland".
Position held	Project administrator
Activities performed	Project specification Implementation of pilot project in Mozambique

Name of assignment	Dairy support scheme - Nepal
Period of service and length	2013-2014, 1 month
Location	Dhading, Nepal
Client	Thopal Cooperative and Østergaard Farming
Main project features	Develop milk collection center for dairy cooperative in Dhading, Nepal. Center to supply knowledge and inputs to farmers and to market the milk in common. The Danish partners and the local dairy cooperative to own the collection center together in a JV.
Position held	Project administrator
Activities performed	Application and administration of Danida business partnership agreement. Finding local partners and develop business plan Agribusiness training of local staff and farmers

Name of assignment	Ganda Agriculture
Period of service and length	2012, 2 months
Location	Angola
Client	Cecaso Group, Luanda
Main project features	Establish large scale agricultural production unit with 4 pig farms and 4 dairy farms. Including processing units and full line value chain development.
Position held	Consultant
Activities performed	Fact finding mission and development of road map for project.

Name of assignment	Centros de Conhecimento
Period of service and length	2011, 12 months
Location	Cabo Delgado, Mozambique
Client	Ministry of Mineral Resources, Maputo
Main project features	Develop three agribusiness training centers in Cabo Delgado province in Mozambique. Centers to offer support to young entrepreneurs and to handle applications for local government supported loans (FDD).
Position held	Consultant
Activities performed	Development of training programs and training of the staff. On site evaluation of impact.

Name of assignment	Incubator Moamba (In-grower TM scheme)
Period of service and length	2010 -
Location	Maputo, Mozambique
Client	Machadosknowhow
Main project features	Agricultural business that utilize the advantages of scale and remain with the individual incentives. The platform provides production facilities, knowhow and market access. Local entrepreneurs run individual productions within the platform. Profits are shared 50/50.
Position held	Managing Partner
Activities performed	Overall responsible for development of project – concept, feasibility study, pilot project and running sustainable business. Project has reached financial sustainability and operates successfully with 35 entrepreneurs and a staff of 10 persons.