

AREMU, FAKUNLE JOHN

Technical, Policy and Management Consulting Advisor

State and Country of Origin: Nigeria, Oyo State.

Gender: Male

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Project Management, Nutrition and Agricultural Value Chain Expert

- Experienced agribusiness professional with expertise in crops, spices, horticulture and livestock value chain development.
- Vast in stakeholders' management (women, youth, public institution & private sector), regulatory agencies, financial institutions and market systems in nutrition and agricultural value chain promotion.
- Promoter of contract farming in Nigeria with experience in training, capacity building, and business models development and skillful in private sector engagement, project planning, implementation and evaluation for small, medium and large scale enterprises.
- Experienced in cooperative group management, financial facilitation and market linkages with experienced in Business Due diligence, Food certification, Safety and Standardization, Investment facilitation and M&E with regional experience.
- Experienced in Policy development, Advocacy, Advise and Recommendation and have developed policy briefs for Soybean, Sesame seeds and Rice value chains in Nigeria.
- Involved in development of National Policy on Food and Nutrition in Nigeria - 2016, the Charter of Berlin for Heads of State in Development Countries, Germany - 2017, Sexual Harassment Bill in Nigeria – 2020, the Nigeria Rice Development Council Bill, 2019 and the Rice Import and Hoarding Bill, 2021.

PROFESSIONAL EXPERIENCE

Policy Advisor: HarvestPlus, Nigeria.

Dec 2022 to November., 2023

Responsibilities

- Providing technical support for the policy component of “Support for Scaling Climate Adapted Nutrition Crops through Market” Project
- Supporting the country manager to build a network of support across Nigeria’s stakeholders and policy makers; develop appropriate business models, and plans for the implementation and delivery of biofortified crops value chain
- Supporting nutrition work streams relating to scaling biofortification through country level public investments with a focus on policy engagement, public investment, government, and multilateral (international financial institutions) partnership
- Exploring and recommending opportunities to better include micronutrient content certification and traceability in biofortified seed regulations

- Conducting Analysis and required policy engagement with nutrition stakeholders to include biofortification with public and private funding allocation in key national policy and planning initiatives in nutrition in Nigeria
- Working with relevant officials to include biofortification in actionable terms in key multisector policies, strategies and plans such as the Nigeria Agricultural Technology and Innovation Control (NNDC) by federal ministry of health
- Supporting the Country Manager on activities within the UN System Summit (UNFSS) Dialogues to effectively integrate biofortification.
- Exploring and recommending policy and advocacy opportunities where bio-fortified crops can be scaled within Nigeria's school feeding program for nutrition promotion in Nigeria.

Lead Consultant: Market development for Wealthlake Agro-processing, producers of MOAT Sauces, Ibadan.

SEDIN – Nigerian Competitiveness Project (NICOP), Nigeria

GIZ | AFC Consultant International

October to November, 2022

Responsibilities

1. Conducted a SWOT (Strength, Weakness, Opportunities & Threats) analysis of MOAT Sauces to establish the gaps in its current business operations and marketing strategies.
2. Conducted a competitor analysis to determine the forces that MOAT has to contend with in the market where it sells
3. Conducted Market segmentation of its direct and indirect customers and determine the strategies to reach them effectively. working on behalf of 5
4. Ran a pilot test with these identified customer segments to elicit a response to the product (MOAT Sauces) through targeted marketing campaigns and channels.
5. From all the activities conducted, a simple marketing plan was developed for Wealthlake Agro processing (MOAT Sauces) detailing the strategy that the company would use to market its products to customers. This plan identified the target market, the value proposition of the brand or the product, the campaigns to be initiated, and the metrics to be used to assess the effectiveness of marketing initiatives.
6. Advised NICOP on the requirements to conduct this marketing activity

Lead Consultant: Facilitating market handholding process for businesses in the cottage industry

SEDIN – Nigerian Competitiveness Project (NICOP)

GIZ | AFC Consultant International

March to June, 2022

Responsibilities

1. Mapped out major local, regional and international market platforms (digital, offline distribution chains, intermediaries, wholesalers, retailers, high, medium and community/ local stores and exporters)
2. Found out the requirements and developed a check list for getting products on the identified platforms, shelves/ stores and then guided the selected SMEs through the process for market opportunity.

3. Conducted assessment to identify gaps and requirement to build new business relationships with the identified stores.
4. Provided hand holding support to the identified SMEs to address the identified gaps and actualize trade relations with the identified stores using the most appropriate strategies including when obtaining purchase orders.
5. Facilitated the introductions and discussions with the various markets identified and supported the negotiation and finalization of the commercial transactions when required. The SMEs supported were from
 - Lagos/Ogun- for SMEs dealing in spices including Chilli and tomato products.
 - Oyo- for SMEs dealing in Ginger and Pepper mix products.
 - Kaduna- for SMEs dealing in Ginger, Chilli and tomato products.
6. Compiled reports on the outcome of the process including success stories
7. Demonstrate successful business cases and ideas to improve capacity and turnover to support access to finance and investment in the respective 6 businesses.

Lead Consultant: Value Chain Development: Technical Support or MSMEs, Cooperatives/BMOs, Market Actors in Poultry Processing Value Chain for income and employment Creation in Plateau State, Nigeria.

GIZ –SEDIN, Nigeria

October, 2021 to November, 2022

Responsibilities

1. Jointly agree with stakeholders on key technical skills necessary for achieving improved income and employment in poultry processing value chain in the State
2. Jointly develop actionable concepts/business model templates for homogenous MSMEs, cooperatives/BMO, and market shareholders
3. Building capacity of target groups through a sequenced, layered, integrated and collaborative hands-on learning system on identified gaps
4. Identify opportunities and suggest measures geared towards improving productivity, efficiency and sustainability
5. Strengthens enterprise and institutional capacities on access and use of appropriate/improved technologies (including small scale processing, digital equipment and logistics), facilitate linkages where available
6. To expand market access by strengthens the development of new products (in line with market requirements and needs) for exploring the identified market outlets
7. To design step down and multiplier concepts for supported cooperatives/BMOs and SMEs
8. To facilitate B2B linkages of MSMEs and Cooperatives/BMOs with identified off-takers, private stakeholders, new market outlets in collaboration with the SEDIN team
9. To build the capacity of MSMEs, Cooperatives and BMOs to multiply information, training and technical supports to their MSMEs using simple digital solutions as well as face to face approaches
10. To support other institutions (research institutes, public and facilitating institutions) that are capable of multiplying the value chain capacity supports and linkages to MSMEs in poultry processing value chain in Plateau State.

Cedro Royal Multiventures Limited.

Team Lead and Program Director: Agribusiness Value Chain

Development

01/2020

- Building strong networks with public institutions/ministries, development partners and MSMEs to collaborate on joint learning, analysis and business management skills for job creation and improved income among Ginger, Poultry, Cassava and Rice SMEs cooperatives in multiple states of the federation.
- Working closely with the selected value chain actors, public institutions and financial institutions for business development, market linkages and access to finance facilitation to increase employment and livelihoods of SMEs cooperatives
- Identifying opportunities and business models that improves production, efficiency and sustainable income generation for MSMEs cooperatives in selected states.
- Facilitating stakeholders' engagement, trainings, capacity building and communication among the actors in Ginger, Poultry, Cassava and Rice value chains producer groups.
- Development of technical support and value chain advisory activities, to smallholder farmer's organizations, and agribusinesses on good agronomic practices, farming as a business, contract farming, access to finance, mechanization, policy and advocacy services.
- Supporting actors in the selected Agricultural value chains to understand and meet up with the standardization requirements for food certification and export market.

Adamawa State Agribusiness Support Programme (ADAS)

01/2021 – 12/2021

Consultant: Agribusiness and Livelihood Expert

- Provided technical support for the development and implementation of the project.
- Co-developed and validation of Agribusiness Baseline Survey across thirteen selected value chain comprising of 8 grains, 4 livestock and one aquaculture in the State.
- Supported the State government to raise 25 billion naira from capital market for the project implementation.
- Provided advisory supports on approaches to improve income generations and productivity of the actors in the selected value chain.
- Providing assistance and expertise in the implementation of programs to improve agricultural productivity in the State.
- Providing assistance and expertise to improve agribusiness development and access to domestic, regional and international market for agro-produce in the State.
- Providing expertise to improve competitiveness of agriculture-related industries and selected value chains in the State.
- Providing technical support to address the challenges of agricultural competitiveness and trade in specific sectors and value chains.

Strengthening African Processors of Food Fortification Program (SAPFF) – Technoserve, Nigeria

02/2021 – 3/2021

Adhoc-Consultant: Value Chain Development Expert

- Co-facilitated ideation workshop for selected Agribusiness value chain actors in Nigeria.
- Supported SMEs to identify gaps in technical skills necessary to increase their income level.
- Facilitated stronger linkages between oil crop producing companies with NAFDAC, SON and other food safety regulatory agencies in Nigeria
- Carried out stakeholder mapping for the development of actionable business models for targeted value chains actors
- Built capacity of the target groups on the identified technical gaps and facilitated market linkages for inclusive business
- Evaluated the performance of oil crop sector in Nigeria and supported in the development of theory of change for the sector
- Validated the Agribusiness Investment Plan Document (AIP) for Kogi State.

Public-Private Partnership for Competitive & Inclusive Value Chain Development: Planting for Food and Jobs (PFJ) – Nigeria Rice Chapter

Intervalle Geneve S.A. Accra Ghana Branch.

02/2020 – 08/2020

Consultant: Project Manager

- Facilitated the design, implementation and evaluation of Agricultural Investment Projects in Nigeria, Ghana and Liberia
- Provided financial management and advisory services for the project consortium
- Developed and strengthened the business models, technical, organizational and governance capacity of producer cooperatives, processor business groups, Agro- dealer and marketer groups for inclusive business growth
- Facilitated B2B linkages between farmer groups, off-takers, investors, financial institutions, food standard regulatory agencies, the private stakeholders for business partnership and improved income to SMEs in rice sector in Nigeria
- Facilitated training, mentoring, business coach, market creation and expansion strategies to selected value chain actors

Regional Study on Investment Opportunities in Rice Value Chain in Côte d’Ivoire, Burkina Faso, Niger and Nigeria

Dalberg Consulting, Nigeria

Consultant: National Technical Advisor.

07/2019 – 08/2019

- Provided technical support to Dalberg team on Investment opportunity study conducted for Nigerian rice value chain.
- Engaged stakeholders to identify gaps, challenges and investment opportunities in each value chain of the commodity.
- Facilitated value chain development at production, processing and market levels.
- Scouted for investment opportunities for Agro-producers, Agro-input dealers, Processors and Marketers in Nigeria.

- Facilitated capacity building and organizational strengthening for farmers, millers, agro-input dealers, paddy aggregators, Agro-input dealers, mechanization service providers, rice marketers and standardization regulatory agencies

Integrated Approach Programme for Food Security (IAP-FS) project in Nigeria – UNDP GEF & Federal Ministry of Agriculture and Rural Development (FMARD)

05/2019 – 05/2021

Technical and Policy Advisor: Agribusiness Investment, Trade and Market Facilitation.

- Conducted stakeholders’ needs analysis for efficient performance of the project beneficiaries
- Jointly developed actionable business models for the selected SMEs cooperatives
- Built capacities of selected cooperatives through trainings, enterprise strengthening, improved technologies and market linkages
- Facilitated contract farming and off-takers’ agreement
- Contributed to the project management by developing activity plans and drafting reports for key intervention activities and providing technical supports to the actors.
- Produced and managed information relevant to multiple stakeholders, donors and partners operating and interested in Nigeria Agribusiness
- Facilitated policy dialogues, lobbying and negotiations with decision makers as supports to the processors’, farmers’ and Agro-dealers’ cooperatives.

Consultant: Evaluation Expert.
The Research Evaluation Agency, European Commissions, Belgium
 HORIZON 2020 Proposal Evaluation:
 First Stage of two-stage calls 2020.
 Topic Rural-2019-2020: **Evaluation H2020-BG-RUR-SFS-FNR- 2020-2.**
Budget: 4 Million Euros.

Consultant: International Trade and Standard Compliance Expert
 UK Prosperity Fund Programme in Nigeria of the Foreign and Common
 Wealth Office (FCO), Global Trade Programme, British High
 Commissions, Nigeria.
August – September, 2019

Intervalle Geneva, S.A. Switzerland.

PFJ Ghana received 10.2 million USD targeting 200,000 smallholder farmers in 15 Districts of Ghana.

09/2017 – 04/2018

Consultant: Project Manager for Nigeria.

- Supported in the design of planting for food and jobs project for Ghana and Nigeria.
- Monitored, interpreted and explained regulations and policies relevant to facilitate private sector engagement with Nigerian and Ghanaian governments in the design of PFJ project.
- Served on the Project Planning Team for Nigeria and Ghana; maintaining strong working relationships and coordination with Project Leads and ensuring regulatory and risk dimensions are incorporated into decision making by country team lead.
- Supported Leadership of national and international professionals and development

- advisors on rice value chain.
- Identified operational needs of rice millers and farmers' cooperatives and implement necessary for successful project process.
- Supported in proposal development and evaluation of existing conditions for Food and Job Projects in Ghana and Nigeria.
- Advised donors, implementing partners and political leaders on the design, strategies and support measures to the rice value chain at national and regional level including the overall management of project implementation with public, private and civil society partners

The World Bank Group, Nigeria: World Bank Additional Financing 2, Osun State, Nigeria. 03/2017 – 5/2017

Technical Advisor: Agribusiness and Innovative Finance Expert

- Initiation and management of relationships with value chain actors: financial institutions, mechanization service providers, research institutes, input dealers, processors and off-takers to ensure strong value chain linkage, and increase domestic productivity.
- Management of Funds between the project and partners (processors, financial institutions, aggregators, Government agencies, private service delivery entities and research institutes) in Nigeria.
- Development and coordination of donor engagement strategies as well as private actors' engagement plans.
- Facilitated access to finance for rice, cassava and poultry farmers as part of the World Bank's resilience support to the value chains in Osun State
- Provided financial advisory services, village savings and loan association
- Conducted financial literacy training for farmers and linked them to banks for support
- Facilitated knowledge sharing between financial institutions and the selected value chain actors.
- Facilitated Farmers Business Schools for Smallholder Farmers and knowledge management and extension service delivery such as good agricultural practices (GAP) and digital innovations to the actors.
- Managed the efficient use of funds, planning, execution, monitored and reported to the donors.
- Strengthened financial portfolio and business models of farmers' cooperatives and conducted Desk reviewed, policy brief development and project management strategies.

Competitive African Rice Initiative (CARI) – Gesellschaft für internationale Zusammenarbeit (GIZ) GmbH (German Development Cooperation) and the John.A. Kufuor Foundation (JAK-F), Ghana.

Policy Advisor: January 2016 – December 2018.

Responsibilities: The CARI project used a value chain intervention approach to mobilize key actors across the rice value chain in Nigeria, Ghana, Burkina Faso and Tanzania and implement strategic activities to strengthen the value chain and increase the competitiveness of domestic rice production in the selected countries.

- Facilitated contract farming arrangement between rice millers and farmers,

- enterprise development.
- Provided Technical support on legal and quality standard requirements for business operations in Nigeria.
 - Conducted trainings and business coaching on cooperative strengthening and group dynamics for the selected actors in the value chain.
 - Established and managed multi-stakeholders' platform for rice value chain in Nigeria.
 - Facilitation of contract farming support between farmers and food industries such as WACOT, Labana, Savanna and other integrated rice mills in Nigeria.
 - Organization and facilitation of workshops, trainings, and other relevant activities to empower small holder farmers and increase competitiveness of domestic rice supply in Nigeria and Ghana.
 - Development of training materials for trainers and farmers.
 - Technical and business advisory to small, medium and large scale agricultural enterprises, on sustainable inclusive business models.
 - Coordination and facilitation of project progress review and evaluation activities.
 - Support the management of database system to ensure a constant base of up-to-date project information.
 - Conducted research on improved practices in agricultural production, improved inputs and market outlets, innovative ICT platforms that yield increase in productivity and livelihood
 - Supported rice value chain actors: farmers, processors, Agro-dealers, marketers on strategic planning and business models for profitable ventures
 - Provided technical support to cooperatives and national associations such as the Rice Millers Association of Nigeria (RIMAN), Rice Processors Association of Nigeria (RIPAN), Rice Farmers Association of Nigeria on access to finance, quality inputs business operations, product branding, access to market and quality milled rice.

EDUCATION

- **Ph D** (In view) Nasarawa State University, Agricultural Economics Nigeria, Ongoing
- **M.Sc** Obafemi Awolowo University Ile Ife, Agricultural Economics 2017
- **B. Agric** Obafemi Awolowo University, Ile-Ife, Agricultural Economics 2011
- **Rural Entrepreneurship Africa:** Wageningen Centre for Development Innovation (WCIDI), the Netherland 2021
- **Climate, Land and Security:** Geneva Centre for Security Academy (GCSA), Switzerland. 2021
- **Political Economy of Institutions and Development,** Leiden University, USA 2017
- **Public Policy Challenges in the 21st Century,** University of Virginia, USA 2018

SKILLS AND COMPETENCES

IT skills and competences

MS Word, MS PowerPoint, MS Excel

General Skills, Knowledge and Interest

- Matching Grants Fund Management, Women & Youth, Project & Industries Intervention Management, Government Relations, Stakeholders' Engagement, Private Sector Development, Project Development and Management, Business Case Development, Supply chain development; Investment advisory; technical writing; facilitation of training; organizing conferences, trade fair, workshop and seminar, Policy Advocacy, advise & recommendation; value chain analysis; monitoring and evaluation; management and diversification;

Professional Strengths

- Strategic planning, business development, Identification of investment opportunities, managing funds, liaising and negotiating with government and private stakeholders, efficient management and mentoring, consulting and advisory, fast learner, disciplined, hardworking

Technical Experience

- Business model development, Facilitation of access to finance, Investment Identification & development, Market creation and linkages, Diplomatic Relations & Development, Agribusiness model analysis, Public Private Partnership Development & Management, smallholder agriculture, Agribusiness & rural finance, value chain development, gender & nutrition inclusion, inclusive market systems approach, innovation diffusion, project management, leveraging economic opportunities, Climate Smart Agriculture (CSA), Policy advocacy and research, Monitoring and Evaluation

PROFESSIONAL DEVELOPMENT AND TRAININGS:

- **Proficiency in Project Management**,
Piston and Fusion, (A PMI certified project management service provider in Nigeria)
Nigeria. December, 2017.
- **Monitoring and Evaluation (M&E)**
Piston and Fusion, (A PMI certified project management service provider in Nigeria)
Nigeria. September, 2017
- **Working with Groups of Farmers**. United States Agency for International
Development (USAID). 2016.
- **Contract Farming Trainings for Out-grower Managers in Nigeria**. Deutsche
Gesellschaft fur Internationale Zusammenarbeit (GIZ) GmbH. 2016.
- **Contract Farming: Making Agriculture a business** by the Deutsche Gesellschaft
fur Internationale Zusammenarbeit (GIZ) GmbH. 2016
- **Economics of Production and Efficiency in Agribusiness** by Deutsche Gesellschaft
fur Internationale Zusammenarbeit (GIZ) GmbH. 2016

- **Food Security Information for Action.** Food and Agricultural Organization of the United Nation funded by the European Union’s Food Security Thematic Program (FSTP). 2016

RESEARCH PUBLICATIONS AND CONFERENCE PROCEEDINGS

- **Market Analysis of Smallholder Goat Enterprise under Tropical Conditions**
Olufemi Adedotun Yesufu, Rabirou Kassali, **Fakunle John Aremu**, Michael Olawale Ojo
Department of Agricultural Economics, Obafemi Awolowo University, Ile Ife, Nigeria. DOI: 10.1515/ats-2017-0013 AGRICULTURA TROPICA ET SUBTROPICA, 50/3, 121–127, 2017
- **Aremu F. J** (2016) Understanding Climate Change: Moving from Stress to Sustainable Solutions in Africa. A Policy Paper written on behalf of Competitive African Rice Initiative (CARI)/ GIZ Nigeria. www.cari-project.org
- Ogunsola G.O, Olugbire O. O, Oyekale, **Aremu F. J** (2015) Understanding Perception and Adaptation to Climate Change among Cocoa Farmers in Tropical Condition (2015). *Ethiopian Journal of Environmental Studies and Management* 8 (Suppl.1): 816-825. Doi:<http://bx.doi.org/10.4314/ejesm.v8i1.9S>

Professional Membership:

- Association of Business Development Service Providers in Nigeria (ABDPIN)
- Nigeria Institute of Management (NIM)
- Environmental Peace building Association, USA:
<https://environmentalpeacebuilding.org/>

LANGUAGE SKILLS

Languages	Understanding		Speaking		Writing
	Listening	Reading	Spoken interaction	Spoken production	
English	Excellent	Excellent	Excellent	Excellent	Excellent
Yoruba	Excellent	Excellent	Excellent	Excellent	Excellent
Hausa	Working Knowledge	Working Knowledge	Working Knowledge	Working Knowledge	Working Knowledge