

MATTEO RAGNI

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Nationality: Italian

SKILLS PROFILE

I am an enthusiastic Agricultural technician, capable of working on my own initiative and with excellent organisational abilities. I am resourceful, with group work skills, problem-solving skills, and an outgoing personality. I am customer oriented, accustomed to working under pressure and dealing with work and clients' needs. I'm curious, accurate and optimistic.

WORK EXPERIENCE

Today: I'm working as Agricultural consultant and commercial advisor. I'm representing three Israeli company for the commercialization of their products in Italy and France. I'm a problem solver for the logistical issue, contracts management and claims management. The Israeli companies are Cohen Nursery, Jaldety plant production and Hochberg export company, all producing and breeding plants.

As consultant my job is mainly split into two interrelated areas:

- technical consultancy - providing specialist advice on plant production and protection, choosing the best varieties and growing time;
- commercial consultancy - involving sales planning, logistical scheduling and cost monitoring.

In detail, I deal with:

- Technical support for the marketing of plant breeding material (cuttings and young plants production);
- Technical advice to the customers who buy the input material from Israel in terms of growing techniques;
- Consultancy for production, purchase and distribution of Bed & Basket and woody plants and trees;
- Promotion of commercial actions for nurseries and garden centre chains.

I also work as a journalist freelance for some trade magazines (Green-up, Clamer Informa).

AGREXCO LTD, Via Camillo Hajech 10, Milano, Italy.

11/2009-10/2011: representative for the Italian market of the PPM (Plant & Propagation Material) department. I was responsible for the Italian customer base. I represented the Israeli growers in international trade fairs. Part of my time was devoted to monitoring the quality of the cuttings imported in Italy. During the last months before Agrexco bankruptcy, part of my time was dedicated to finalize the purchase agreements between Agrexco-custom agents-customers.

Floricoltura Lago Maggiore, Via Verdi 22, Gemonio (Va), Italy.

06/2009-10/2010: employee for the realization of parks and gardens.

Tessutoamano

06/2007-08/2009: engaged into the start-up of a business of handmade rugs and fabrics and production of flax/linen.

AVSI, Onlus, Via Melchiorre Gioia 181, Milano

09/2002-04/2007: managing of the International Cooperation project "Centre of training and services for farmers in the rural region of Jbeil".

My role was to manage the project activities, following financial (planning, budgeting and control) and technical aspects. The project was divided in two main areas: technical assistance for breeders and for apple farmers. Other than the administrative aspects and the managing of the groups of technicians, it was also my task that of developing new projects for AVSI in Lebanon. One of these was related to the training of agricultural facilitators for 3 centres of technical assistance in cooperation with the FAO project "*Integrated Pest Management in the near east countries*". Right after the war of summer 2006 in Lebanon, I also followed emergency projects in the South of Lebanon.

AVSI Trento, Educazione e Sviluppo, Onlus, Via Zambra 11, Trento

03/2001-06/2002: managing agricultural projects for AVSI Trento as **Project manager**. In this role I had the responsibility of coordinating agricultural training activities for young farmers. All this was in the frame of supporting the start up of small and medium enterprises, in collaboration with "*Istituto Agrario di San Michele all'Adige*" and the County of Trento. My role was managing the technical-agricultural trainings sessions (for a total of 462 hours) on the following subjects: agrochemical, arboriculture, horticulture and food processing for the farmers from Pec/Peja municipality.

AVSI, Onlus, Via Melchiorre Gioia 181, Milano

03/2000-02/2001: realization of agricultural emergency project in Kosovo as **Technician** for the distribution of vegetable seeds, in collaboration with World Food Program (WFP), in order to support the annual season.

FLORICOLTURA LAGO MAGGIORE, Via Verdi 22, Gemonio - Varese
07/1999-12/1999: I was employee in the agricultural company F.L.M.
assisting the responsible of the nursery in Laveno Mombello.

STUDIES AND TRAININGS

05/2009-11/2009: Certificate of **Garden design** at the Fondazione
Minoprio.

03-04 2009: **Studio Ambiente**, via Redi Francesco, 1/A, 21100
Varese. Stage: assisting the agricultural engineer Luciano Riva.

1999: **High School Degree in agricultural sciences**. Fondazione
Minoprio, Vertemate con Minoprio (Como). Evaluation: 53/60.

1997: **Diploma in gardening, nursery and flower expert**. Fondazione
Minoprio, Vertemate con Minoprio (Como). Evaluation: 82/100.

FOREIGN LANGUAGES

FRENCH

Spoken: very good Written: good

ENGLISH

Spoken: very good Written: very good

Hints of Albanian, Serb and Arab.

COMPUTER SKILLS

Good knowledge of Windows environment and the main Office
applications (Word, Excel, Access, Power Point). Good knowledge of
the software PROG for business management, of Autocad and
Photoshop.

Gavirate, 19 January 2015

Matteo Ragni

