

Dr. Agr. OTTAVIO RAUCCI

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CURRICULUM VITAE

CAREER SUMMARY

1970-1975 *Instructor, Campania Region—Office of Maximum Employment, ENIPLA*

- Free-lance agronomist and consultant to cooperative farms located near Caserta and Naples
- Trained young farmers to manage cooperative farms, manage farm resources, and agriculture economics

1975-1976 *Instructor, High School Level*

- Istituto Tecnico Commerciale Filangieri, Frattamaggiore, Italy (NA) (high school)
- Istituto Tecnico Nautico, Naples, Italy (high school)
- Istituto Geometri “G.B.Della Porta,” Naples, Italy (high school)
- Istituto Tecnico Agrario, Ponticelli, Italy (high school)

1976-1979 *Rhone Poulenc, Manager, Campania Region and Southern Italy*

- Served as technical support advisor to large farms implementing Integrated Pest Management (IPM) in the fight against phytophagous

1980-1984 *Monsanto USA, Manager, Southern Italy*

- Wrote marketing plans for weed control products pertaining to vineyards, citrus and olive production

1984-1990 *Monsanto Italy, Project Manager for Industrial Weed Control*

- Responsible for operation projects pertaining to Weed Control Management (WCM) for Ferrovie dello Stato (Italian railways), Sovrintendenza Beni Ambientali e Culturali (Regional board of the Ministry of Cultural Heritage and Environmental Conservation), and support to Soc. Autostrade (Italian motorways Company)
- WCM project and execution manager for the archeological area of Pompeii, Italy
- Sold the IMAGE of Roundup as the world’s most effective and environmentally friendly WCM product
- Experienced in successfully planning and managing projects across all levels—from small businesses to private and public corporations

1991-1993 *Uniroyal Chemical, Crop Protection Division, Director—Italy*

- Managed a national-level crop protection team of commercial and technical managers
- Planned and managed a national level budget that resulted in a 200% gain within a two year period

Dr. Agr. OTTAVIO RAUCCI
Curriculum Vitae (continued)

- Networked with world-renowned companies, to include Bayer, DuPont, Zeneca, Sipcam and Sandoz

1993-1995 *Uniroyal Chemical, Crop Protection Division, Regional Director for Italy, Greece, and Cyprus*

- Responsible for the marketing plans to increase sales in Italy, Greece, and Cyprus
- Oversaw local sales manager operations in Greece
- Successful management practices yielded 100% sales increase within a two year period

1995-1999 *Uniroyal Chemical, Crop Protection Division, Regional Director for Southern Europe (Portugal, Spain, France, Italy, Albania, Greece, and Cyprus & North Africa)*

- Improved marketing plans to support international customers such as Bayer, Syngenta, Mitsui, and Sumitomo Chemical Company
- Negotiated contracts with the public railway and regional municipalities for weed control in forests and cities.
- Implemented development projects in Morocco, Algeria, and Tunisia

2000-2005 *Uniroyal Chemical/Crompton Chemical, Crop Protection Division, Director of Sales (Southern Europe, North and West Africa)*

- Managed international teams serving a culturally diverse clientele
- Developed a strategic plan to control malarial vector *Anopheles Maculipennis* mosquitoes in West Africa countries; implemented projects were presented to FAO and WHO representatives
- Worked five years to support 2KR (Second Kennedy Round) with Japanese companies (Mitsui Chemical, Nissan, Mitsubishi) in the following countries: Senegal; Côte d'Ivoire; Ghana; Togo; Burkina Faso; Benin; Niger; Mali; Mauritania; Chad; and Morocco
- Provided agricultural training for senior staff and top managers affiliated with municipalities and Ministries of Health and Environment in the following countries: Benin; Burkina Faso; Mali; Senegal; Niger; and Senegal

January 2005-November 2007 *Chemtura, Crop Protection Division, Commercial Director for Southern Europe, North Africa, and the Middle East*

- Established contacts with the Ministers of Health concerning program development to control flies and mosquitoes in public areas for the following countries: Portugal; Spain; France; Italy; Albania; Malta; Greece; Cyprus; Turkey; Iran; Afghanistan; Pakistan; Syria; Jordan; Israel; Egypt; Morocco; Algeria; Tunisia; Saudi Arabia; Qatar ; Oman; Yemen; and UAE
- Developed technical and practical training courses on fly and mosquito control and trained regional managers and municipal staff on program implementation
- Implemented agriculture projects focused on controlling crop pathogenic agents
- Launched the Chemtura Istanbul, Turkey office; hired new staff to oversee the Middle East regional operations

Dr. Agr. OTTAVIO RAUCCI
Curriculum Vitae (continued)

November 2007- July 2010 *IGICA SpA (Municipality Company owned by Caivano Municipality- Campania Region), President—Board of Directors*

- Oversaw operations in twelve municipalities involving cabbage collecting and soil cleaning
- Managed a board that involved over 700 people and governed by the mayor

2010 *Eco-Agri Service*

- Launched a personal consultant company with the objective to provide services to multinational and domestic companies developing business in the agrochemical, seed, and veterinary market in the EMEA region

PROFESSIONAL TRAINING AND QUALIFICATIONS

Qualified, Expert Grower, ITAS, Benevento, Italy, 1966

Diploma, Technical Agronomist, S. Severo (FG), Italy, 1969

Degree in University Agricultural Sciences, Naples, Italy, 1975

Qualification to practice Agronomy, obtained 1975

Member, Agronomical and Forestry Graduates' Association of Campania Region—Provinces of Napoli and Caserta

BCPC (British Crop Protection Conference) of Brighton (UK) from 1991 to 2001

Board Member, Agrofarma and Confindustria, Milan, Italy, 2002-2006

Qualified for General Director for A.SS.LL and AA.OO in Campania Region, 2005

Trained in the following areas: Business Ethics; Antitrust: Talking With Your Competitors; Attorney-Client Privilege; Responsible Business Communication; Global Health and Safety; Export Control: Commercial Products (BIS); Ethical Awareness and Decision Making; Addressing Potential Whistleblower Claims; Handling Competitive Intelligence with Care; Negotiation Skills; Leadership; Presentation Skills; Marketing Operations; Sales and Skills Training; Resilience Training; European Union's Regulations on Competition

AWARDS AND RECOGNITION

World Master Salesman Award, Monsanto USA, St. Louis, Missouri, 1984

President, Board of Directors for IGICA SpA, 2007

President, Organismo di Vigilanza (O d V), IGICA SpA, 2009

LANGUAGES AND PROFICIENCY

Italian (native language); English (fluent); Spanish (fluent); French (fluent)