

# Alan W. Green

## SUMMARY OF ACHIEVEMENTS:

- Led the successful evaluation, development, registration and commercialization of wide array of agricultural products ranging from agrichemical pesticides, traits (GMO and non-GMO), seeds, PGRs, stimulants and even food ingredients.
- Worked in and led internal and external, direct and indirect project teams through collaboration, motivation and/or persuasion.
- Have identified and recruited external resources required for project successes.
- Many global experiences have provided an understanding and sensitivity to the needs and cultures of agriculture and customers around the world; have traveled to and led agricultural projects in 47 different countries.
- Consistently delivered projects within budget and with a high degree of organization and communications.

## TECHNICAL PROJECTS:

The projects worked on have often been cutting edge technologies where new questions have to be identified and answered and new products launched. Some examples of successful projects:

- Herbicide tolerant crops (traits, seeds and herbicides) (GMO and Non-GMO) including Clearfield Rice, Clearfield (IMI) corn, and Smart Canola and IMI Soybeans (GMO in Brazil).
- Non-GMO high protein soybean varieties, soy flour and high protein soy ingredients.
- New, very accurate and robust system for monitoring, detecting and quantifying plant and/or crop stress, growth and yield in research trials to growers' fields.
- LandSpring, a novel Plant Growth Regulator to mitigate ethylene related crop stress.

## PROFESSIONAL EXPERIENCE AND ACCOMPLISHMENTS:

### **AgroFresh, Inc.**

#### **Global Research & Development Manager, January 2013 - Present**

Responsibilities: Oversee and implement basic and applied research for the development of a novel plant growth regulator with potential sales >\$100MM:

- Design, manage, and analyze research objectives, protocols and trials
- Manage personnel, university cooperators and research contractors around the world associated with completing project objectives.
- Introduce novel technology to growers through on-farm trials program throughout the US.

Accomplishments: Mobilized a diverse range of internal and external experts particular to the project needs then and leveraged their knowledge to:

- Successfully ascertain valuable opportunities for the new product in a broad range of more than 10 vegetable and field crops, 20 countries and numerous production systems ranging from subsistence farming to highly advanced modern practices.
- Successfully managed on-farm trials and demonstrations in key crops throughout >15 states over 3 years for commercial introductions.

### **NAR Corn & Soybean Research Manager, April 2006 – January 2013**

- Designed and implemented basic and applied research program for the development of a novel plant growth regulator including field and greenhouse trials and management of a research budget of nearly \$1 MM.
- Implemented and maintained relationships and contracts pertaining research with >30 university cooperators and contractors throughout North America.
- Managed development and implementation of field and greenhouse data management system. Oversaw training, support, data structure, integrity and development of novel analytical/statistical methods.

### **Schillinger Seed, Inc**

#### **Director of Sales and Marketing, November 2002 - April 2006**

- Specialty Soybean Market Development: Managed startup company entry into the specialty (food grade) soybean markets including non-GMO and organics. Activities included market analysis, seed, grain and ingredient production and financial management.
- Corn & Soybean Retail Sales and Marketing: Managed startup company entry into retail corn and soybean sales including dealer recruitment and management, seed production, distribution and logistics, financial tracking, billing and reconciliation.

### **University of Illinois, Department of Agricultural and Consumer Economic, Global Value Project**

#### **Visiting Research Specialist, January, 2002 - November 2002**

- The Value multidisciplinary project evaluated the Mexican Food-Grade Corn Market and Japanese specialty soybean markets' potential for improving farm incomes through value-added processing and new farmer supply chain collaborations. The project culminated with the Illinois Business Development Conference on the in which CEO's and representatives from buyers and potential local suppliers met to collaborate on future supply needs.

### **Aventis CropScience**

#### **Global Corn & Soybean Elite Event Selection Manager, Plant Breeding and Product Development Group. March 2000 - October, 2001.**

- Developed and implemented strategy, processes and teams for rapid screening and identification of commercially viable transgenic corn and soybean traits for the US and other important markets. Program included screening of >300 transgenic events with >6 different input and output traits. Needs included SOP's, QA/QC and regulatory compliance procedures, and data management tools.
- Managed a \$1.5MM budget with two full-time reports with up to 6 additional seasonal reports.
- Led the team to develop a continuous nursery in Puerto Rico for rapid development of tester genotypes and preliminary screening and Primary Corn and Soybean Elite Event Research Farm in Champaign County, IL.

### **American Cyanamid Company**

#### **Technical Strategy Manager - International IMI-CROPS, Biotechnology Development Group. January 1998 - March 2000**

- Developed strategy for seed and biotechnology research and partnerships and led negotiations with multinational, national, and local companies for research and development programs for IMI-Crops.
- Initiated and led Global GMO Soybean Event Registration Team to develop strategy and implement registration and launch of transgenic IMI-Soybeans with market potential of \$120MM.
- Projects included developing and managing research budgets of ~ \$75MM.

#### **Product Development Manager - IMI-CROPS, Biotechnology Development Group, July 1996 - January 1998**

- Provided direct technical contact for seed and biotechnology collaborators to resolve intellectual property, genetic, plant breeding, seed production, quality control and agronomic science problems.

- Technical leader on Marketing-R&D cross-functional teams to support development of IMI-Crops with a market potential of nearly \$1 billion and research budgets >\$100MM.

**Product Development Manager - Canada, Princeton, NJ. July 1995 - July 1996**

- Led development, regulatory support, and launch of IMI-Crop herbicides ODYSSEY for SMART Canola and LIGHTNING for IMI-CORN with combined sales > \$60MM.

**Technical Service Representative, Des Moines, IA. May 1992 - July 1995**

- Conducted applied field research trials with herbicide, insecticide, and seed products for corn, soybeans, and alfalfa.
- Provided technical training to internal and external personnel regarding products and new agronomic techniques for improved productivity and soil and water conservation.

**Biological Data Analyst, Princeton, NJ. November 1990 - May 1992**

- Conceived, designed and supported development of \$1MM field trials research data collection and management system, known as Domestic Field Trials, and used by Cyanamid for all field trial related information collection, analysis and archiving.

**Research Agriculturalist, May 1990 - November 1990**

- Conducted cotton, rice, soybean, and corn studies to evaluate new chemical methods of pest control (weeds and insects) and cotton varieties containing novel herbicide tolerance.

**EDUCATION:**

**Master of Science in Plant Breeding and Genetics. May 1990. Department of Plant Science, University of Minnesota, St. Paul, Minnesota.**

Thesis: Evaluation of Yield Potential of Barley Plant Types

This research evaluated barley representing different morphotypes to determine optimum type, seeding rate and row-width for maximum yield. Data were collected on 17 traits and found the dense canopy, short-stature type intercepted the most PAR in the upper portion of the canopy and had highest grain yield.

**Bachelor of Science in Agronomy. May 1988.**

**Department of Agronomy, Iowa State University, Ames, Iowa**

**BACKGROUND INFORMATION :**

**Job Related Skills**

- Language
  - Primary language: English
  - Second language: Spanish (Fluent speaking, reading and writing)
- Expertise
  - Agronomy (global crop and vegetable physiology)
  - Project Planning (research and developmental) and Oversight
  - Statistical and Practical Trial Design, Implementation, Oversight and Analysis
  - Communication: Speaking, Writing, Presentations and Training