

Curriculum Vitae

ABDUL RAHMAN ILYAS

*Former Chief Operating Officer (COO)-Innovation & Partnership
Agribusiness and Innovation Platform (AIP)
International Crops Research Institute for the Semi-Arid Tropics (ICRISAT)
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PERSONAL

I was born on 23rd of May 1973, a Post Graduate in Business Administration supported by added courses in computer applications, portfolio management, risk management, economics, international negotiation skills and Intellectual Property Management.

I like communicating with people and listen to soft music and love changes in life. I believe in my confidence, my flexible nature and naturally, I am creative and have a strong appetite for learning. Adaptability is my key strength and traits include high level PR building, business etiquette and partner relations. My weakness is getting attached to the environment where, most of my day's hours are spent.

EXPERIENCE SNAPSHOT

- ✓ **17+ Years of work experience in the areas of Strategic Planning and Management, Public Private Partnerships, Programme Development/Management/Implementation, Sustainable Business Models, Technology Commercialization, Platform creation & Business Development across sectors such as Corporate, Government, NGOs, Corporate Social Responsibility and International Research Organizations.**
- ✓ Proven track record of successfully managing multiple projects concurrently and highly skilled in developing operational strategies and directing major projects from original concept to creation to implementation.
- ✓ Flexibility and adaptability to suit any type of environment.

- ✓ Resourceful and innovative, proven talent to adapt quickly to challenges and changes and work out revenue generation tactics.
- ✓ Expertise in supporting the Organization through critical turnaround situations and coordinating rapid growth expansions.
- ✓ Cost and Profit center management.
- ✓ Contracts / MOUs / Agreements / Policies drafting and Policy advice.
- ✓ Working effectively with the Public Sector and International Donors in fund raising, advocacy and PR.
- ✓ Maintaining professional contacts with organizational affiliates, special interest groups, Government and Corporate Partners and highly effective organizational liaison with and service to a diverse national and international stakeholders
- ✓ Capacity to handle projects independently (always had worked with minimum or no supervision).
- ✓ Key exposure includes, working on projects like Science Parks / Incubators, Technology Commercialization Platforms, Collaborative Research Programs, PPP Models, Agri Export Zones, Food Parks, Micro Enterprise Initiatives and innovative social enterprise models and development projects involving farmers, entrepreneurs from rural and peri-urban geographies.

PROFESSIONAL SKILL SETS

- New Program Development
- Strategic & Tactical planning
- Strategic Cross sector Partnerships and Alliances (Public-Private)
- Fiscal and Program Management
- Developing Contracts / MoUs /Agreements / PPP Models
- Strategic events (workshops/seminars/conferences/dialogues)
- Project Replication & Scale up
- Staff management & Development
- Organizational Development
- Strategic Business Models and Revenue Stream Development.

PROFESSIONAL EXPERIENCE

January 2011 to July 2012

**Chief Operating Officer – Innovation & Partnership Program
Agribusiness and Innovation Platform (AIP)**

August 2006 to January 2011

Chief Operating Officer – Agri Science Park @ ICRISAT

**International Crops Research Institute for the Semi-Arid Tropics (ICRISAT),
Hyderabad, (a CGIAR Center headquartered in India).**

Job Profile

- Policy Framework, Operations, Strategic Planning, Advisory and development.
- Development of the Agri-Science Park and its Strategic Business Units
- Collaborative Research Partnerships with private, public and corporate sector.
- Fund raising, donor relations and networking
- Brand building and program visibility of the platform globally correlating to Institute's vision and mission
- New program development and tapping opportunities from non conventional sectors / stakeholders..
- Cross cutting partnerships development
- Trainings and Capacity building for internal and external stakeholders
- Member of Institute's Core Committees – **Employee Health and Safety Committee (EHSC) and Emergency Management Team (EMT)**

As the Chief Operating Officer – Innovation & Partnership of the Agribusiness and Innovation Platform (AIP) [formerly Agri-Science Park] at the International Crops Research Institute for the Semi-Arid Tropics (ICRISAT), Patancheru, Andhra Pradesh, India. ICRISAT is one of 15 Alliance Centers of the CGIAR, the Consultative Group on International Agricultural Research.

I took care of Innovation and Partnership Program under AIP which focuses on strategic partnerships and innovations that enhance agricultural value chains with the objective of benefiting the poor farmers. This involves mapping of opportunities from complete agribusiness value chain spectrum. Some of the projects focused under this approach are working with satellite cities, metropolitan agriculture, crop and technology based value chain development.

Prior to that (i.e. till Jan 2011) as COO for Agri-Science Park (ASP), I handled the day-to-day management and strategic development of the park, which in the long term leads to the development of the agro-industrial sector for the benefit of the poor farmers of the drylands tropics. Specifically the ASP promotes the commercialization of the technologies that have been developed by ICRISAT through innovative approaches and partnerships with private sector companies. ASP is renamed as AIP and three programs namely Innovation & Partnership, Agribusiness Incubation and NutriPlus Knowledge have been formed out of consolidation.

Having taken over ASP in 2006 at a critical phase, I was able to contribute to the turnaround by converting it into a key resource and partnership mobiliser for ICRISAT. This was done through a variety of means. Operations were streamlined and an MIS system set up for effective functioning. Special attention was focused on stakeholders and regulatory hitches were smoothed through appropriate public relations measures. In time research collaborations were developed with existing clients so as to harness resources towards core research of the Institute, mainly in the areas of transformation technology, biofuels, plant physiology, and new product development.

Conceived the idea of NutriPlus Program and was instrumental in generating funds for NutriPlus, AIP building and revenues from collaborative efforts. On the whole I have been presenting AIP to a wider audience that includes Government, apex agencies, farmers, and the private sector nationally and Globally.

Publications, Studies and Seminars / Workshops

- *Value Chain analysis for agricultural biotechnology and agribusiness scope in India, Libya, WCA and Egypt.*
- *Institutional strengthening and Incubator network for development of Agribusiness in Libya for Govt of Libya sponsored study.*
- *Value Chain assessment and project development for R&D support for processed food industries in India.*
- *Value chain analysis and development for creation of knowledge hub model for ICT for Agriculture industry players – pilots for India and Africa under design stage.*
- *Impact assessment and strategy road map to HHH project in Tamil Nadu, one of AIP partners.*
- *Consultation and feasibility study on orange fleshed sweet potato introduction into state of Andhra Pradesh, India.*
- *Attended, chaired, paneled and moderated various topics on Agribusiness in national and global forums and promoted ICRISAT.*
- *Co-organised global agri business and scientific events viz Agribio Tracts in Bio Asia 2007&2008; Agbioglobal 2009-11, 1st International Conference on Plant Nutrition 2010, EMRC Africa India Economic Missions 2010 & 2011, CII Aptec 2012 Conference on Agricultural Value Chains, NFSI Global Agri Summit 2011.*
- *Assisted in the Dairy Science Park workshop and strategy development for University of Peshawar, Pakistan.*
- *Organised dialogues and consultation workshops to spearhead India partnership on Metropolitan Agriculture and MetroAg Innoversity establishment.*

- *Successfully organized high level Africa India Economic Missions for 2010 and 2011 which comprised of VVIP delegates from more than 10 countries from Africa for a business interaction with leaders in Agribusiness in India.*
- *Participated as an invited member in FAO consultation on private sector involvement in Agriculture in enhancing livelihoods.*

Key Accomplishments:

- Converted Agri-Science Park from critical phase (2006-07) to turnaround (2010) and mobilized revenues worth 2 Million USD and realized key partnerships and projects (a food safety laboratory, NutriPlus Knowledge Program, Innovation Center Labs, P2 Glass houses, AIP building and partners like ITC, Pioneer Dupont, D1 Oils, Infosys and Governments).
- Developed a Strategic Knowledge Transfer Model for Agri-Science Park which is now known as Agribusiness & Innovation Platform and pursued by its programs.
- Conceptualized and implemented in founding NutriPlus Knowledge Center as one of the key strategic business units which is now spearheading 'nutrition' outcome for Institute under the namesis 'NutriPlus Knowledge Program'
- Streamlined the operations and MIS system for effective functioning of the Platform and its program components.
- Developed and established partner relationship for AIP.
- Commercialized food safety laboratory through private partnerships.
- Developed research collaborations with the existing clients to harness resources towards core research of the institute by framing and implementing 9 CRAs (Collaborative Research Agreements) in the areas of transformation technology, bio fuels, plant physiology and new product development.
- Established visibility and PR among the stake holders that include – Hosting State Govt, Apex agencies, farmers and the private sectors.
- Developed Global visibility and established key strategic alliances with Research Institutions, International NGOs, Universities and Development organizations.
- Organized Africa India dialogues for B2B cooperation which have now strengthened.
- Formed a base for India partnership for the Metropolitan Agriculture currently lead by Michigan State University.

DECEMBER 2004 TO AUGUST 2006

**Head, Agro Rural Initiatives,
Dr Reddy's Foundation,
CSR of Dr.Reddy's Laboratories (DRL)
Hyderabad, India**

At this organization I worked on a variety of projects for the development of youth from the lowest socio-economic strata (BPLs – below poverty line) with emphasis on livelihood generation. My focus was on conceptualizing projects and innovative interventions relevant to this mission, and it required strategic planning and innovation at various levels. This assignment entailed networking with corporate, government, NGOs, financial institutions, trade facilitators, and research institutions.

During my tenure as **Head – Agro Rural Initiatives** I helped in setting up Livelihood Hubs at Nagapattinam (Tamil Nadu) and new programs in Sri Lanka / Indonesia, and also conducted post-tsunami studies in Tamil Nadu, Sri Lanka and Indonesia. Conceptualised and implemented programs 'Aarogya' and 'Cornbytes'. Developed a strategy for agricultural and entrepreneurship based initiatives to extend DRF's flagship program LABS.

- *Livelihood mapping and model development for Sri Lanka post Tsunami for Plan International.*
- *Agricultural based livelihood mapping and model development for Indonesia post Tsunami for Plan International.*

DECEMBER 2002 TO DECEMBER 2004

**Officer on Special Duty (OSD) – Marketing,
Department of Horticulture, Govt. of Andhra Pradesh
Hyderabad, India**

Working directly with the Commissioner & Director of Horticulture I implemented several projects in the marketing and development of horticulture produce. My work here involved liaising with different investors – corporate, companies – for the purpose of marketing Andhra Pradesh as a good destination for investments.

During my tenure here, I was instrumental in setting up a separate division within the department called 'Horticulture First', which acted as an investor friendly window and also helped in networking and institutional marketing. In addition, during this period we set up two processing projects; and also brought in several corporate – Metro Cash & Carry, Shaw Wallace, ITC, Champagne Indage, Godrej, Hindustan Lever, Rallis, Giant, Spencer, etc – for serious investment in Andhra Pradesh.

Also organized several Expos, buyer/seller meets, as well as state/national level seminars and workshops on food processing.

- *Horti Business mapping for the State of Andhra Pradesh and implementation.*
 - *Investment scouting for the State of Andhra Pradesh in the Horticulture Sector*
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February 1999 – December 2002: Senior Program Manager, Andhra Pradesh Urban Slum Health Care Project, Govt. of AP

Under this project, I worked on project implementation, manpower planning, sourcing and managing resource teams, organizing workshops/seminars, and proposal writing and presentations. Some of the highlights of my work during this period were the implementation of an enhancement program for private medical practitioners across Andhra Pradesh; another for staff of urban health centers; and community awareness raising on good health practices through a quiz program. The strategy was to drive the RCH principles through innovative interventions to strengthen UHCs and stakeholders.

Worked in two companies in the areas of Business Development and Customer Service / Operations in Educational Services & Telecommunications Companies.

April 1998 – February 1999 : Sr.Manager – Global Education (Institutional Marketing) – VISU Consultants Ltd., Hyderabad, India (*A renowned company into global education services in India*)

October 1995 – March 1998 : Sr.Customer Service Representative (CSR) at EasyCall Communications India Pvt Ltd, Hyderabad (a Matrix Communications Australia flagship company into paging services)

This work experience of 4+ year helped as a foundation in choosing my present functional area of Development & Strategic Planning. My first job at EasyCall Communications (an Australian Multinational) taught me corporate etiquette and customer relationship. This job also helped with an inhouse training on Kaizen Customer Care principles. And my second job at VISU helped me in fine tuning my inherent Business Development skills and try my hands at institutional innovations. I had started institutional counseling desks in Engineering colleges as a new initiative for the group to improve their student registrations systematically which was later scaled up.

EDUCATION, TRAININGS & AFFILIATIONS

MBA, 1995, Osmania University.

B.Com, 1993, Osmania University, Hyderabad.

PGDCA, 1995, NIIT

CPM (Certified Portfolio Manager), ICFAI, Hyderabad

IN-HOUSE TRAINING

- "Train the Trainer", an executive development program on improving inter-personal skills and communication.
- "Kaizens Customer Care", program on effective customer care and service.
- **Management Development Programme** on International Negotiations Skills from IIM - Bangalore
- **Proposal Writing / Development Workshop** (International Program) at ICRISAT.
- Training / Seminar on **Extrusion Processing** from Kansas State University.
- **Management Development Programme** on holistic community development at IRMA, Anand, Gujarat.

PROFESSIONAL AFFILIATIONS

- Member of Association of Food Scientists and Technologists of India (AFSTI), Mysore, India
- Member of CII Task Force for Agriculture Development, CII Chapter (2010-2011), Hyderabad
- Committee Member - Agricultural Agro Industry and Dairy Committee, FAPCCI (2009-2012), Hyderabad
- Member of Maryland India Business Round Table, Maryland (since 2008), USA
- Member of IAMA (International Food and Agribusiness Management Association), Texas, USA.
- Advisor, Project Coordination and Agricultural Affairs, COMESA Desk (2010-2011), Govt of Egypt.

OFFICIALLY TRAVELED

Sri Lanka, Indonesia, Morocco, Libya, Niger, Burkina Faso, Senegal, Thailand, Malaysia, UAE, New Zealand, USA, Israel, Vietnam, Egypt, Taiwan, Uganda, Netherlands, Germany, China and South Africa; Traveled across India extensively.

LANGUAGES

English - Excellent (Speak, Read, Write)
Hindi - Excellent (Speak, Read, Write)
Telugu - Excellent (Speak, Read, Write)
Urdu - Good (Speak, Read, Write)
Oriya - Good (Speak)

REFERENCES

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