
Curriculum Vitae



Dr. agr. Ralf Zimmermann, PMP

Project and Quality Manager for Agriculture and Natural Resources

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CV
Projects
Publications

Curriculum Vitae

Name	Dr. agr. Ralf Zimmermann, PMP
Address	Zur langen Hecke 9 34613 Schwalmstadt 2, Germany
Year of Birth	1966
Place of Birth	Schwalmstadt 2, Germany
Marital Status	married, two children
Language Skills	German: native tongue English: fluent, written and oral Spanish: basic command
Software Skills	SAS and SPSS (advanced models), ArcGIS, ProjectLibre, MS Windows and MS Office, CorelDraw, html.
Homepage	For more information: www.industrial-crops-consult.com
Overview	17 years of experience as an agronomist (PMI certified). <ul style="list-style-type: none">• 9 years as a manager of projects of applied and pure agricultural research.• 5 years as quality management representative for an ISO 9001:2000 system.• 7 years as consultant for the management and marketing of agricultural and natural resources in rural development.• 1 year as scientific employee and employee for statistics at public educational and research institutions.

Professional Experience

- 01.02.2014 - Team Leader at AFC International in Sierra Leone
- Employment Promotion Program (GIZ). I am responsible for the implementation of the working area cocoa and coffee. Main task is the rehabilitation/rejuvenation of abandoned cocoa and coffee plantation. This is accompanied by capacity building of the beneficiaries and addressing weaknesses of the cocoa and coffee value chain. Existing producing, manufacturing and supplying rural companies will be further developed through technical support and business consultancy. The aim is to resolve identified gaps in the value chain through the development of appropriate business plans and providing start-up assistance to new ventures. Moreover, the national networking and communication of market participants will be improved and promising cooperation in public-private partnerships is initiated.
- 16/10/2013 – Technical Short Term Advisor at GIZ GmbH in Ghana
31/12/2013
(full-time)
- Market Oriented Agricultural Program (MOAP). I strengthened the Agricultural Public Private Dialog Forum (APPDF) through organizational development of the responsible Private Enterprise Federation (PEF) to enhance agricultural progress.
- 21/09/2013 – Consultant at NORC at the University of Chicago in Namibia
10/10/2013
(freelance)
- I did the midline evaluation of the Indigenous Natural Product (INP) component of the agricultural Millennium Challenge Account of Namibia (MCA-N). The main indigenous products are devils claw, blue sour plum, marula and oak-leaved corkwood.

15/11/2008 –
31/08/2013
(full time)

Technical Advisor at GIZ GmbH in Botswana

Co-financed program. I initiated, created and managed three small and medium enterprises. I also set up the respective business and financial plans. The businesses are natural resource based (timber, venison, ecotourism and harvesting / processing of wild fruits) and provide employment for more than 150 permanent and temporary staff. In this context I secured more than 220000 US\$ in grants. Furthermore, I evaluated and optimized several CBNRM projects (community based natural resource management) on behalf of the national CBNRM coordinator. In order to enhance the management of natural resources I developed studies on commodities and provided input for legislative guidelines, regulations and acts in the forest and tourism sector that influenced the adopted laws. I as well carried out medicinal and food plant cultivation projects in order to improve the resource base of the respective wild species. Moreover, I successfully strengthened the capacity of the Botswana forest service to carry out their core mandate through various technical supports like organizational consultation, creating access-based databases for wildfires and natural resources management as well as trainings on project and quality management, TOR development and directing of consultants and a wide variety of well received technical and scientific publications.

01/06/2007 -
14/11/2008
(freelance)

Consultant at IAK Agrar Consulting GmbH in Mongolia.

Regional Economic Promotion Program (GTZ). I provided guidance for companies, cooperatives and groups on the management of botanical resources through trainings and publications on conservation, cultivation, collection and processing that led to a better and more stable resource base due to sustainable utilization practices. Additionally I successfully promoted the economic aspect of resource management through value chain analysis, feasibility studies, organizational development, business plan creation and marketing strategies and achieved a significant increase in employment in the regions of intervention compared to the baseline data. In order to ensure the long-term existence of enterprises I accomplished to put across the interlinked concept of customer satisfaction and product quality through quality management trainings on ISO 9001, ISSC-MAP, HACCP, GACP, Organic Regulation (EEC) N° 834/2007, etc. for decision makers and technical personnel.

01/06/1998 –
31/05/2007
(full time)

Agro Project Manager and Quality Assurance Manager at PHARMAPLANT GmbH.

During my time I successfully managed approximately 20 research projects about medicinal and aromatic plants (eco-physiology of fresh and dried produce from pre- to post-harvest including cool chain) for clients of leading European pharmaceutical, cosmetic and culinary companies. Some were returning clients and for some of the projects I was able to acquire new clients after I had initiated and planned them. Among other things, I attained to increase the active agent of various compound classes, to establish cultivation methods for new species and to optimize several post-harvest processes aiming at safeguarding the commodity source and/or a significant reduction in manufacturing costs for the clients. Furthermore, I consulted small to large –scale national and international crop farms on integrated and organic production and realized improved productivity and quality (GlobalGAP, GACP, Organic Regulation (EC) 1804/1999 (EEC) 2092/91, ISSC-MAP, HACCP, Codex Alimentarius, ..). As the Quality Management Representative of the company I created and established an ISO 9001:2000 system from scratch and was responsible for the successful initial and renewed certifications.

01/01/1998 – 31/05/1998
(half time) Scientific assistant at the Institute for Fruit and Vegetable Growing (Dept.: International Crop Science) of the Rheinische-Friedrich-Wilhelm- University of Bonn.

Selected tasks: Data processing with SAS of *I.batatas* and *S. muricatum* trials and publishing. Web-layout, introductory course in SAS for students.

15/10/1997 – 31/05/1998
(half time) Employee (Statistician) of the Agricultural Analysis and Research Institution (LUFA) Augustenberg in Karlsruhe.

Selected tasks: Working with SAS (macro programming) in a Windows environment, statistical evaluation of land-use environment interactions for the Ministry, co-publishing of the nitrate control report of the Federal State. Intranet publishing.

04/11/1985 – 30/06/1987
(full time) Alternative civilian servant at the Paritätisches Bildungswerk.
Individual home support for heavily disabled people.

Education

01/02/2000 – 02/03/2004
Doctorate at the University of Kassel.
Title: Study of the effect of nitrogen and sulphur fertilization and of cutting frequency on yield and active agent content of Butterbur (*Petasites hybridus* L.).
Degree: Dr. agr. (PhD), mark: summa cum laude (written), magna cum laude (oral)

16/04/1994 – 04/11/1996
Study of Ecological Environmental Conservation at the University of Kassel.
Subjects: Environmental law, environmental economy, landscape and environmental planning, waste management, ecology, ecological chemistry, reclamation and limnology/hydrology. Selected studies: Internalisation of external costs, planning of an organic waste composting plant, competition between *P. americanum* and *C. cajan* in P limited mixed cropping systems, competition between *P. americanum* and *C. arietinum* in P limited mixed cropping systems.
Degree: Dipl.-Ing. Ökologische Umweltsicherung (M.Sc. in Ecological Environmental Protection), mark: 1.6

01/10/1987 – 09/12/1993
Study of International Agriculture at the University of Kassel.
Major: crop science
Additional subjects: irrigation and land survey, eco-social economy, plant protection, plant physiology, agricultural trial methodology, range management, plant breeding.
Selected studies: Partitioning of assimilates in sorghum and millet (leaf stripping), N-efficiency of tropical pasture legumes.
Degree: Dipl.-Ing. agr. (B.Sc. in International Agriculture), mark: 2.3

04/08/1983 – 20/06/1985
Technical secondary school (Agriculture).
Topics: agricultural basics, agricultural practise
Degree: Advanced technical college certificate

International Assignments for Pharmaplant GmbH

15/02/2004 – 15/04/2004
Jordan:
Short term consultancy: „Ready Made Technology for Fresh Cut Herbs” – production (small holder organisation, facility design and equipment, quality, cool chain, and export).
World Bank project.

- 01/03/2003 – 30/02/2004 Spain, England, Finland:
Leading and conducting the agricultural work program „Eco-physiology of Lignans in Linseed” – agricultural research.
EU project.
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- 11/06/2003 – 24/06/2003 Indonesia:
Entrepreneur travel to present the company. Fair attendance and arranged B. to B. talks.
Co- financed by the Federal Ministry of Economy and Labour.

Internships

- 01/08/1994 – 30/10/1994 Developed a sector independently in the framework of the project:
“Expansion Application: Greywacke Quarry/Compensation Measurements” in accordance with Federal German regulations, for the **rekuna** Landscape Planning and Shaping Company (service contract).
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- 01/10/1990 – 31/03/1991 Tanzania:
Assistant of the project “Possibilities for Mechanizing the Manioc Harvest” at the Sokoine University of Morogoro; design and set up of field trials, applied research.
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- 01/07/1988 – 30/09/1988 Ireland:
Worked on a dairy cattle farm (100), Assisted the directing engineer on a vegetable farm (1200 ha).
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- 01/07/1987 – 30/06/1988 Worked independently on a farm in northern Hesse:
Alignment: 65-ha farm with pig fattening (1000 / year) and bull fattening (10 / year).
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- 04/08/1983 – 20/06/1984 Worked on two farms in northern Hesse
Alignment: 50-ha farm with pig fattening and piglet production, 50 ha farm with dairy cattle (20)

Trainings

- 06.09.2012 – 15.01.2013 Advanced Project Management leading to PMP Certification | 250h
College SA (SETA accredited)
-
- 19.11.2012 – 22.11.2012 ArcGIS essential workflows | 32h
Esri South Africa (SAQA accredited)
-
- 15.08.2012 – 05.09.2012 Basic Project Management | 45h
College SA (SETA accredited)
-
- 01.11.2006 - 24.12.2006 Spanish course and familiarization trips to coffee plantations in Guatemala
Centro Lingüístico “La Union” y varias plantaciones en Guatemala
-
- 12/11/2003 Good Agricultural and Collection Practice
Forschungsvereinigung der Arzneimittel-Hersteller e.V.
(Research association of medicinal products manufacturer)
-
- 13/04/2000 Team Management
TÜ Technische Überwachung Arnstadt Thüringen GmbH
(TÜ Technical Surveillance Arnstadt Thuringia ltd)
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- 05/04/2000 – 07/04/2000 Internal System Auditor
TÜ Technische Überwachung Arnstadt Thüringen GmbH
(TÜ Technical Surveillance Arnstadt Thuringia ltd)
-
- 14.07.2014
(Dr. Ralf Zimmermann)

Projects

- [23c] Initiation in collaboration with the target group and development and creation of a 700 ha Game Farm with butchery and a 3200 ha forest concession.
DFRR/GIZ
- [23b] Initiation in collaboration with the target group and development and creation of the 900 ha “Sekekeme Heritage Park”.
DFRR/GIZ
- [23a] Sustainable conservation and utilisation of a dry forest (220 ha) and creation of a food processing factory including business/marketing plan.
DFRR/GIZ
- [23] Promotion of sustainable utilisation of timber and non-timber products.
02.2009 - / Botswana
Department of Forestry and Range Resources (DFRR), GIZ
- [22] Regional Economic Development Programme, Component 1: Promotion of SME and Cooperatives.
06.2007 - 07.2007, 09.2007 - 10.2007, 02.2008 - 03.2008, 05.2008 - 06.2008, 08.2008 - 09.2008 / Mongolia
IAK/GTZ
- [21] Handbook on quality management of medicinal and aromatic plants (agricultural and horticultural production, wild collection)].
01/2007 – 05/2007
Agency of Renewable Resources
- [20] Feasibility evaluation of cultivation of *E. sinica* in Germany.
08/2006.
Food supplement trader/manufacturer (Germany)
- [19] Organic production of *E. repens* roots.
2005 – 2007
Pharmaceutical company (Germany)
- [18] Development of an efficient method of establishment for common horsetail (*Equisetum arvense*).
2005 – 2006
Martin Bauer GmbH & Co.KG
- [17] Macronutrient need of *C. racemosa*.
2004 – 2006
Schaper & Brümmer (Germany)
- [16] Domestication of *R. rosea*.
2005 – 2007
Martin Bauer GmbH & Co.KG and Agency of Renewable Resources
- [15] Development of a quality-oriented, BfArM compliant cultivation guideline for rhubarb root (*Rheum rhaponticum*) and cultivation supervision.
2004
Müller Göppingen
- [14] “Ready made technology for fresh cut herbs” in Jordan.
02/2004 – 04/2004
World Bank / Jordan
- [13] Optimization of postharvest processing with special regard to chopping quality.
2003 – 2004
Frauenhofer Gesellschaft
- [12] “Creation of a Quality Management System in Accordance with the German Norm DIN EN ISO 9001: 2000”
2002 – 2004
In-house project
- [11] “QLK1-CT-2002-71714 Developing Lignan Enriched Functional Food from Linseed”
2003 – 2004
European Commission

- [10] Screening of European trefoil (*Trifolium pratense*) varieties with regard to hormonal active agents.
2003 – 2004
In-house project
- [9] “Concept for the Optimization of Peppermint Production in Terms of Process Technology, Economy and Structure in the Free State of Thuringia”
Part I: scientific consultation for the Thuringian plan demonstrating the introduction of technology for harvesting and shifting stolons.
2002 – 2003
Free State of Thuringia
- [8] “Concept for the Optimization of Peppermint Production in Terms of Process Technology, Economy and Structure in the Free State of Thuringia”
Part II: evaluation of the agricultural product line “peppermint” at three large production facilities in Thuringia
2002 – 2003
Free State of Thuringia
- [7] “Closing the Plant Protection Gaps for Medicinal, Aromatic and Spice Plants”
2000 – 2001
various contractors
- [6] “Theoretical Research on *Adonis vernalis* L.”
2002 – 2004
Thüringer Aufbaubank
- [5] Screening of oat landrace accessions from West- and East- Europe with regard to active agents.
2001
Frutarom AG Switzerland
- [4] “Optimization of the artichoke crop (*Cynara cardunculus* ssp. *scolymus*) in a system oriented exclusively to the production of raw materials for the pharmaceutical industry”
1999 – 2000
Sertürmer
- [3] “Cultivation of Medicinal Plants Previously Obtained Only Through Wild Collection and the Development of their Crops in the Free State of Thuringia”
1998 – 2001
Free State of Thuringia
- [2] “Development of Effective Technologies for the Cultivation, Harvest and Post-harvest Treatment of Butterbur (*Petasites hybridus* L.)”
1998 – 2004
Max Zeller Söhne AG
- [1] Mechanisation of the Cassava root harvest (*Manihot esculenta*).
10.1990 – 03.1991 / Tansania
Sokoine University of Morogoro

Publications

Chapter of Books, Articles und Booklets

Currently under review:

- [] Zimmerman, R Olekantse, P (). Attributes of differently successful micro tree nurseries in Botswana.
- [] Zimmermann, R, (). Post-harvest processes. In: Praxis des ökologischen Kräuteranbaus. Hrsg.: Foerderverein oekologischer Heil- und Gewuerzpflanzenanbau – Oekoplant, pp ISBN
- [] Zimmermann, R. (). Ecotourism Manual on Standards, Quality Control & Compensation – Operation Procedures for the Public and Private Sector on how to Administer and Run Businesses in Botswana Forest Reserves. DFRR, Gaborone, Botswana

Published:

- [11] Zimmermann, R, Chizzola, R. (2013). *Petasites hybridus*. In: Handbuch des Arznei- und Gewürzpflanzenbaus, Band 5 Anbauanleitungen Arznei- Gewürzpflanzen L- Z. Hrsg.: Verein für Arznei- und Gewürzpflanzen SALUPLANTA e.V. Bernburg, pp (p 800) ISBN 978-3-95971-64-5

- [10] Zimmermann, R. Manene, O. Maribe, M. (2010 - 2013). Veld product series brochures # 14 -1, *Citrullus lanatus*, Thatching grass, *Kalaharituber pfeilii*, *Tylosema esculentum*, *Vangueria infausta*, *Mimusops zeyheri*, *Ximenia americana*, *Strychnos cocculoides*, *Hyphaene petersiana*, *Imbrasia belina*, *Lippia javanica*, *Hoodia gordonii*, *Harpagophytum procumbens*, Conservation. Department of Forestry and Range Resources. Gaborone, Botswana
- [9] Zimmermann, R, Wischmann G. (2011). *Panax ginseng*. In: Handbuch des Arznei- und Gewürzpflanzenbaus, Band 4 Anbauanleitungen Arznei- Gewürzpflanzen A -K. Hrsg.: Verein für Arznei- und Gewürzpflanzen SALUPLANTA e.V. Bernburg, pp (p 800) ISBN 978-3-935971-62-1
- [8] Zimmermann, R. (2010). Applied quality management. In: Handbuch des Arznei- und Gewürzpflanzenbaus, Band 2 Grundlagen des Arznei- und Gwürzpflanzenbaus. Hrsg.: Verein für Arznei- und Gewürzpflanzen SALUPLANTA e.V. Bernburg, pp 395 – 473 (p 768) ISBN 978-3-935971-55-3
- [7] Zimmermann, R. (2008). Manual on general principles of medicinal and aromatic plants farming. GTZ, Ulaan Bataar
- [6] Zimmermann, R. (2008). Manual on Sea Buckthorn processing (juice, puree, pulp oil, seed oil).GTZ, Ulaan Bataar
- [5] Zimmermann, R. Mikus-Plescher, B. Böhmer, J. (2007) QM-Guideline for Medicinal and Aromatic Plants, Cultivation and Wild Harvesting. Pharmaplant GmbH, DLR Rheinpfalz (Hrs.) CD-ROM, ISBN 978-3-00-021932-0, Pharmaplant GmbH, Artern
- [4] Zimmermann, R. Bauermann, U. Spedding, C, (2007) Effects of growing site and nitrogen fertilisation on biomass production and lignan content of linseed (*Linum usitatissimum* L.) – Second trial. *Acta Agronomica Hungarica*. 55 (2), 173-181
- [3] Zimmermann, R. Bauermann, U. Morales, F. (2006) Effects of growing site and nitrogen fertilisation on biomass production and lignan content of linseed (*Linum usitatissimum* L.). *Journal of the Science of Food and Agriculture*. 86 (3), 415-419
- [2] Zimmermann, R. (2004). Study of the effect of nitrogen and sulphur fertilization and of cutting frequency on yield and active agent content of Butterbur (*Petasites hybridus* L.).Dissertation am Fachbereich Ökologische Agrarwissenschaften der Universität Kassel, ISBN 3-89958-080-X, kassel university press GmbH, Kassel
- [1] Eich, J., Grün, M., Baier, C., Wagenbreth, D. and Zimmermann, R. (2000). Artichoke leaves used for herbal drug production: influence of nitrogen fertilization on yield and on pharmaceutical quality. International ISHS Acta Horticulturae 681: IV International Congress on Artichoke

Poster

- [8] Zimmermann, R. (2010). Extraction of Fatty Seed Oils. Consumer Fare at Boipuso Hall, Department of Forestry and Range Resources, Gaborone, Botswana.
- [7] Zimmermann, R. (2010). Steam Distillation of Essential Oils. Consumer Fare at Boipuso Hall, Department of Forestry and Range Resources, Gaborone, Botswana.
- [6] Zimmermann, R. (2009). 12 Steps to Produce Hoodia. Internal Publication. Department of Forestry and Range Resources; Gaborone, Botswana
- [5] Zimmermann, R. Mikus-Plescher, B. Böhmer, J. (2008). QS- Leitfaden für Arznei- und Gewürzpflanzen. 18. Bernburger Winterseminar und 5. Fachtagung Arznei- und Gewürzpflanzen, Saluplanta, Bernburg- Strenzfeld, Germany
- [4] Zimmermann, R und Thust, S. (2006). Screening eines *Trifolium pratense* L. Sortiments. 16. Bernburger Winterseminar für Arznei- und Gewürzpflanzen, Saluplanta, Bernburg Germany
- [3] Zimmermann, R. (2004). Untersuchung zu Biomasse- und Inhaltsstoffträgen von *Adonis vernalis* L.. Fachtagung für Arznei- und Gewürzpflanzen 2004. Jena, Germany
- [2] Bohr, C. and Zimmermann, R. (2003). Experiences with the Domestication of False Hellebore (*Adonis vernalis* L.). 3rd World Congress on Medicinal and Aromatic Plants for Human Welfare (WOCMAP III), Chiang-Mai, Thailand
- [1] Zimmermann, R. and Hoppenstedt, A. (1993). Replacement series with *P. americanum* and *C. arietinum* during juvenile development. Tagung der AG Tropischer Pflanzenbau der Gesellschaft für Pflanzenbauwissenschaften eV, Geisenheim, Germany

Talks and Seminars

- [14] Zimmermann, R. Plescher, A. (2008). Effects of post-harvest processing steps on quality parameters of selected leaf and root drugs. 4th World Congress on Medicinal and Aromatic Plants for Human Welfare (WOCMAP IV), Cape Town, South Africa
- [13] Plescher, A. Zimmermann, R. Henning, R. (2008). Faktorenanalytische Quantifizierung des Einflusses nacherntetechnologischer Prozesse auf abhängige Prozess- und wichtige Qualitätsparameter von Kraut- und Wurzeldrogen. 18. Winterseminar und 5. Fachtagung Arznei- und Gewürzpflanzen. Bernburg-Strenzfeld, Germany
- [12] Zimmermann, R. (2008). Seminar: Quality Management of MAP-Production. Medicinal Plants of Buthan, EC Project Phase II, Artern
- [11] Zimmermann, R (2008). Seminar: General principles of medicinal and aromatic plants farming. Uliastai and Darkhan, Mongolia
- [10] Zimmermann, R. (2008). Seminar: HACCP. Zavkhan, Mongolia
- [9] Zimmermann, R. (2008). Produktionsdokumentation im Arzneipflanzenbau. Ökoplant e.V., Altenkirchen, Germany.
- [8] Zimmermann, R. (2007). Seminar: Natural Resource Management - political framework and technical methods - (CBNRM), Durvuljin Sum, Mongolia
- [7] Zimmermann, R. (2007). Seminar: Quality Management of MAP-Production. Medicinal Plants of Buthan, EC Project Phase II, Artern
- [6] Zimmermann, R. (2007). Quality of Medicinal and Aromatic Plants –criteria and impacts of agricultural production-. Schule der Dorf- und Landentwicklung (SDL), School of Good Governance, Berching
- [5] Zimmermann, R. (2007). QS-Leitfaden für Arznei- und Gewürzpflanzen. Interessenverband Heil-, Duft- und Gewürzpflanzen e.V., Nöbdenitz, Germany
- [4] Plescher, A. Zimmermann, R. Zobel, I. (2004). Einfluss nacherntetechnologischer Prozesse auf die Qualität von Arzneidrogen. Fachtagung für Arznei- und Gewürzpflanzen 2004. Jena, Germany
- [3] Zimmermann, R. (2003). Effects of N-Fertilization on Biomass and Secondary Metabolites of three Artichoke Cultivars (*Cynara cardunculus* L. subsp. *flavescens* Wikl.). 3rd World Congress on Medicinal and Aromatic Plants for Human Welfare (WOCMAP III), Chiang-Mai, Thailand
- [2] Zimmermann, R. and Mikus-Plescher, B. (2001). Target Quality – Enhancing Awareness in Plant Raw Material Production. International Trade Fair and Conference for Renewable Resources and Plant Biotechnology, Magdeburg, Germany
- [1] Zimmermann, R. (2000). Cultivation of Butterbur. 48th Annual Congress of the Society for Medicinal Plant Research, Zurich, Switzerland