

CURRICULUM VITAE

For

PHIRI DELLINGS W

HarvestPlus Malawi Program
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MALAWI

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1 PERSONAL DETAILS

Date of Birth: 30th May 1966
Marital Status Married
Contact Details Box 31804, Lilongwe 3. Cell: +265 999964424
Email dwphiri66@gmail.com

2. PROFESSIONAL WORK EXPERIENCE

CURRENT

Organisation: HarvestPlus Malawi Program
Position: Country Manager- Malawi
Key Responsibility To promote and scale up biofortified food crops in Malawi
Reports To: Regional Director, Africa

Organisation: Universal Seeds Pvt. Ltd
Position; Director/Owner
Key Responsibility: Establishment of the business: formation, funding, putting in place structure, human capital, MOU development with partners.

DECEMBER 2006 TO MAY 2017

Organization Seed Co Malawi Ltd
Job Title **Managing Director**
Reporting to Group Chief Executive Officer- Seed Co Ltd

Key Job Function Managing the sales budget of the southern region market of the company

PERIOD 1991-1993

Organization Gestetner Ltd
Job Title **Management Trainee/Branch Manager**
Reports to Sales Manager/Branch Manager

Key Job Function In charge of territorial sales budget of the northern region market of the company

3. PROFESSIONAL QUALIFICATIONS

-MBA: Heriot-Watt University, Edinburgh Business School, Scotland
(Graduated June 2014)

-Post – Graduate Diploma In Marketing (Chartered Institute of Marketing, UK)
1998-200

4. ACADEMIC QUALIFICATION

1986-1991 **Bachelor Of Commerce (Business Administration)**: University of Malawi, The Polytechnic

1986-1989 Diploma In Business Studies, University of Malawi, The Polytechnic

19982-86: MSCE Muzu Secondary School

5. CURRENT PROFESSIONAL /SOCIAL AFFILIATIONS

Ex-Chairman of Seed Trade Association of Malawi (STAM), an umbrella body of all seed houses in Malawi (2009-2015)

Ex-Director/Board Member of Malawi Human Rights Resource Centre

Ex-Board Member of Seed Co Malawi Ltd

Ex-Board Member of Quton

Member of Chartered Institute of Marketing

Member, Rotary Club Lilongwe

6 PROFESSIONAL COURSES ATTENDED

Food and Agri-Business Executive Management program, Cornell University, Ithaca, NY, USA (June 2016)

Seed Industry Executive Management program, Cornell University, Bengaluru, India (January 2016)

Champion For Change, School of Management Studies, University of Pretoria, March 2011

CIMMYT Seed Business Management Course (2008-2009): Nairobi; Harare; Lilongwe; Nazaret, Ethiopia.

Program for Management Development, Graduate School Of Business, University of Cape Town, 2007

7 POSITION STATEMENT

A business professional who has contributed significantly both to the growth of the Agri-input industry and to the evidence based Nutrition Sensitive Agriculture in Malawi, through provision of effective leadership at strategic level.

8. KEY SELLING POINTS

- ✚ As Country Manager of HarvestPlus, I promote evidence based biofortification; my day to day job revolves around **policy and advocacy, program delivery, budget management and fund raising for the program.**
- ✚ I combine very well managerial and technical abilities in program development and delivery.
- ✚ I have a rare managerial experience from the private sector (Agri-input industry) and from the development sector (nutrition sensitive agriculture), in both cases working at strategic level.
- ✚ Have once managed the largest seed house in Malawi for 12 years.
- ✚ For close to two years, I have worked all alone to set up the program in Malawi, only utilizing partner structures and collaborators.

9. REFERENCES

1. Mr. H Botha, Colleague and Friend
PB + J Foods
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2. Mr. Zwide Jere
Managing Director
Total Land Care
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