



# Jean-Ladislav Warter

FOUNDER & CEO

Business Leader

Expertise In Market Growth And Management

Proven Success In Challenging Environments

43 years old

Dakar, Senegal

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## SKILLS

- ❖ Built teams in unstructured talent markets
- ❖ Risk management in high-risk environments
- ❖ Supply chain expertise in land locked countries
- ❖ Farming expertise in low developed environments
- ❖ Product design and regulatory compliance
- ❖ Development of advanced products for cost-sensitive, low-tech markets
- ❖ Market share growth and profits in competitive markets and government tenders

### DOBYTRADE GROUP – West Africa

#### Founder & Chief Executive Officer | 2016 - Present

- ✓ Raised USD 10 million through company equity sales.
- ✓ Secured USD 8 million via credit lines with banks.
- ✓ Recruited and trained a 50-member team.
- ✓ Developed Risk Control System with SAP.
- ✓ Creation and Management of offices in Bamako, Dakar, Sikasso, Bobo-Dioulasso, and Niamey.
- ✓ Led the Chemical formula, registration, and marketing of 16 plant protection products.
- ✓ Launched ASKÔ brand for vegetable hybrid seeds.
- ✓ Secured exclusive partnerships with BAYER-MONSANTO, SYNGENTA, SAKATA, CORTEVA, and PULMIC.
- ✓ Achieved rapid cotton market penetration with CMDT in Mali and SOFITEX in Burkina Faso.
- ✓ Achieved 14% annual net profit on USD 5 million turnover with DOBYTRADE MALI.
- ✓ Reached USD 4 million annual turnover and 12% profit at DOBYTRADE BURKINA FASO.
- ✓ Generated USD 2 million annual turnover in the COCOBOD market, Ghana.
- ✓ Achieved an annual turnover of USD 0.7 million with DOBYTRADE SENEGAL.

### LOUIS DREYFUS COMMODITIES - Mali

#### Country Manager | 2008 - 2015

- ✓ Implemented risk and cost management strategies.
- ✓ Established the group's HSE policy from scratch.
- ✓ Opened two new offices in South and Central Mali.
- ✓ Grew annual turnover from USD 4 million to USD 14 million.
- ✓ Increased crop protection products EBT from USD 0.04 million to USD 1.8 million.
- ✓ Achieved USD 4 million turnover by launching the cotton tender market.
- ✓ Generated USD 4 million turnover by expanding the chemicals business.
- ✓ Successfully introduced SEMINIS seeds brand in Mali.
- ✓ Launched commodities trading in Mali, 75,000 tons of rice and sugar annually.

## QUALIFICATIONS

### ❖ ISTOM

Master's in Agriculture & Management for Tropical Areas, France  
| 2007

### ❖ 2IE

Specialized Training in Water Management & Irrigation, Burkina-Faso  
| 2007

### ❖ GYMNASÉ JEAN STURM

French Science A-Levels, France  
| 2001

### ❖ ENGLISH

Professional Working Proficiency

## ADVISORY

### ❖ CONSULTANT

Agri-inputs Advisor to the Government, Mali  
| 2018 – 2020

### ❖ CCEF

Trading Advisor for French Ambassador, Mali & Senegal  
| 2011 – 2015

### ❖ CROPLIFE

Secretary for Anti-Fraud Initiatives, Mali  
| 2008 – 2015

### DOBYFARM - Senegal

#### **Founder & Chief Executive Officer | 2021 - Present**

- ✓ Secured 80 hectares of land for production.
- ✓ Raised USD 1.5 million through equity, supplier credit, and client support.
- ✓ Established partnership to secure export sales to MERCADONA.
- ✓ Recruited and trained a 15-person team.
- ✓ Implemented cost-cutting measures and financial controls.
- ✓ Led the implementation of RIVULIS fertigation and micro-irrigation system on 35 hectares.
- ✓ Exported 10 containers of onions in the first year.

### W BROKERAGE & CONSULTING - Mali & Senegal

#### **Founder & Trader | 2016 - 2019**

- ✓ Brokered 20,000 tons of sugar annually for LOUIS DREYFUS COMMODITIES and TEREOS with key Industrial clients.
- ✓ Generated USD 0.5 million annual turnover in milk powder as a broker for INGREDIA.
- ✓ Managed USD 0.5M turnover in industrial chemicals.

### LOUIS DREYFUS COMMODITIES - Senegal

#### **Chief Sales And Operations Officer | 2014 - 2015**

- ✓ Built rice logistics platform that led to 120,000 tons annually import rotation.
- ✓ Launched and expanded distribution within the country and expanded company reach:
  - 350 containers of palm oil and milk powder annually.
  - 50,000 tons of soya bean meal, corn, and sugar annually.

### SCPA SIVEX INTERNATIONAL - Senegal

#### **Sales Manager | 2007**

- ✓ Launched and led Northern Office.
- ✓ Drove growth in the crop protection and fertilizers market.