A close up of a person

Description automatically generatedGavin Olsen

South Africa

gavino@rhinoagriculture.co.za

0825822838

[**linkedin.com/in/gavin-olsen-a0b8a128**](https://www.linkedin.com/in/gavin-olsen-a0b8a128/)

**Summary**

I have been actively and passionately been involved in agriculture after completion of my military and university training. My Journey has started in the fields as a farmer and researcher and my drive and constant passion to discover and improve helped me progress to management, senior executive to shareholder, and owner of several businesses.

I have over 15 years of C-Level experience and also as shareholder and board member of the group. My progress has shaped the development of my skills from the field to the board room. I have acquired valuable in-depth knowledge and experience in strategy, dynamics, and operations of agribusiness, especially on the African continent.

My years in executive position have required not just operational management but also finance, projects, quality management, human capital. Driving growth with a limited risk to the business is what I have excelled at over the years. I have excellent people skills. My strong technical background in agronomy has allowed me to conceptualize, develop, and manage production of unique products and processes. This also involves technology transfer and managing the people around this entire process. My strong points are leadership, business management, training, and motivating senior management and marketing teams in the agricultural environment to achieve sales targets and grow business. My colleagues have always reflected on my positive attitude and commitment to work well together. I have operated successfully in seed, fertilizer, agrochemicals, biologicals, biorational, and precision agriculture technology for many years. I have a strong skill set in this area and am an international crop advisor to larger farmers and other specialty companies globally. Businesses are about people and teams and how well they can work together and thrive with their individual skill set --- I have seen this as an area of responsibility in my leadership role within a group to develop this to the highest level.

**Experience**

**Director of Operations and Business Development**

Radicle Group

Jul 2014 – Present (6 yrs. 2 mos.)

Rhino Agri vantage was absorbed into the Radicle Group of Companies Chief Operations Officer for group driving and managing the companies within the group Managing budgets, forecasts and stocks on a daily, weekly basis Driving sales through team of agronomists and agents countrywide Developing and procuring new technology and products

**Managing Director**

Rhino Agri Vantage Pty Ltd

Mar 2010 – Jun 2014 (4 yrs. 4 mos.)

Rhino Agri vantage was started from the investment of the Rhino Group into my business Desarrollo’s Agrochem. Managing Director of both the Agri vantage company and Operations of the Rhino Plastics Developed the products already started in Desarrollo’s by expanding the marketing team to 2 more agronomists and 13 staff at various depots around SA. Managed daily, imports, distribution, technical support, training, and product development. The company grew quickly, and Radicle Group approached us for investment and expansion opportunity Strategic leader and architect in the investment and transfer to Radicle group

**Managing Director**

Desarrollo’s Agrochem South Africa

Jun 2005 – Feb 2010 (4 yrs. 9 mos.)

Developed and started a unique plant nutrition range in South Africa Started product registration, product knowledge transfer, employment of key staff, and roll out of agencies across the country. Managed imports, stock, agents support, and agronomy team development. Conceptualized several new formulations and products based on specific opportunities identified in the market. Started to distribute through large agrochemical networks and increased sales and profits by 2008 becoming the third-largest supplier to a national distributor. Rhino Group of companies one of our distributors approached us for partnership and vertical integration.

**Marketing Representative**

UAP Crop Care

May 2004 – May 2005 (1 yr. 1 mo.)

I was offered agency for promoting crop protection products and was in charge of sales, production forecasts and some trial work driving technical sales in my area. I decided to start my own business of importing specialist crop protection and nutrition products as I saw a gap in the portfolio of products out there. I managed sales in my geographical area and grew the market share by 27% in one calendar year I oversaw the trials for Talen do and Vivando registrations along with BASF and Du Pont technical teams.

**Regional Manager Sub Saharan Africa**

Agrotop Pty Ltd

Sep 2003 – Apr 2004 (8 mos)

I was managing a business involved in crop disease forecasting and irrigation scheduling. Technology transfer and sales force, as well as agronomy support, was my daily activities. Radicle Group acquired this company in 2014 and it is now under the name Crop Systems. We developed and manufacture soil moisture sensors, weather stations, software platforms for agricultural market. I am involved in management and product development and sales of these products globally.

**Technical Manager**

Agro Hytec Distribution

Mar 2001 – Aug 2003 (2 yrs. 6 mos.)

Technical development of programs and research for Agro -K of the USA Organic Production and Organic product development was main activity Gained valuable experience and exposure to the organic markets

**Owner/developer**

Roland’s Farm Malmesbury

Jun 1994 – Mar 2001 (6 yrs. 10 mos.)

I started and developed a thriving hydroponic farm from scratch. There was only a borehole and a small house when we took over. I developed, planned and produced quality vegetables within 18 months and continued to do so until Jan 1999 when I was diagnosed with a very debilitating disorder known as Guillain-Barre Syndrome which left me paralyzed from the neck down until middle 2000. I was not physically able to farm and also had problems with medical cover and had to sell the farm to pay for hospital and doctors. I was then offered a position as Technical Manager at Agro Hytec in Paarl.

**Education**

**Atlantic International University**

Bachelor of Science, Agriculture

2012 – 2014

**South African Irrigation Institute**

Irrigation Design

2011

Irrigation design and development of irrigation systems.

* Logo for Tshwane University of Technology

**Tshwane University of Technology**

National Diploma in Crop Production, Agriculture, General

2002 – 2003

* Logo for Stellenbosch University

**Stellenbosch University**

Bachelor of Science (BSc), Geology/Earth Science, General

1991 – 1994

Changed my studies in 3rd year to follow agricultural field

**Hottentots Holland High School**

Matric Exemption

1984 – 1988

**Licenses & certifications**

**AVCASA -**AVCASA

Issued Mar 2003

**South African Irrigation Institute -**South African Irrigation Institute

Issued Aug 2011

**Skills**

Agronomy Fertilizers Horticulture Agriculture Crop Protection  Vegetables  Business Strategy  Operations Management  Sales Management  Financial Analysis

**Honors & awards**

**Silver Jackal Award -**South African Intelligence School (SAINTS)

Jan 2001

Part of my military conscription