



Hamdan Ali Khan

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ABOUT ME

Agricultural professional with over 8 years of experience in crop protection and seed product R&D. Highly skilled in customer service and problem-solving to ensure customer satisfaction. Demonstrates excellent communication, relationship-building, and influencing skills with a proven track record in business development. Capable of working independently and as part of a team, with a strong work ethic and exceptional professionalism.

WORK EXPERIENCE

10 OCT 2024 – CURRENT Shengzhou, Shaoxing, China

SENIOR AGRONOMIST ZHEJIANG ERFENTIAN FOOD CO., LTD

Responsibilities At Zhejiang Erfentian Food Co., Ltd

- Lead Product Development for rice and corn, driving innovations to improve yield, quality, and resilience.
- Manage New Project Initiatives from concept through execution, ensuring projects meet scope, timeline, and budget requirements.
- Collaborate with cross-functional teams to align product goals with sustainability and productivity objectives.
- Implement data-driven insights to enhance agronomic practices, optimizing crop inputs and performance.
- Ensure compliance and quality control throughout the product and project development lifecycle.

Business or Sector Agriculture, forestry and fishing | **Department** Research and Development |

Address No. 68, Shanggao Village, Ganlin Town, Zhejiang Province, 312462, Shengzhou, Shaoxing, China |

Email info@zhejiangerfentianfood.com | **Website** www.zhejiangerfentianfood.com

SEP 2020 – 31 OCT 2024 Okara, Pakistan

MARKET DEVELOPMENT AGRONOMIST BAYER PAKISTAN PVT LTD

Responsibilities At Bayer AG:

- Serving as an agriculture consultant and key point of contact for corn crop in Bayer Pakistan.
- Designing corn crop product concepts with the breeding, marketing, and sales teams according to customer needs.
- Looking after corn hybrid registration for commercialization with govt institutions, (NARC, PARC and FSC&RD).
- Coordinating with the Corn regional team (East Asia Pakistan) for corn seed import to be tested in Pakistan and publishing protocols based on the information I share in the system for trials execution.
- Training the internal corn team on protocols published in the system for trials execution, trials distribution across planting windows, and types of data collection.
- Testing, evaluating, and collecting data on the corn commercial pipeline (temperate and subtropical germplasm) in Pakistan's environment for heat stress tolerance, leaf/stalk disease resistance, better standability (green snapping and lodging), and higher grain yield.
- Advancing and positioning, setting agronomic recommendations for corn hybrids based on data collected from trials for different seasons, segments, and geographies.
- Testing, evaluating, and collecting data on crop protection (chemicals: herbicide, fungicide, insecticide, and pesticide) commercial pipeline in Central Punjab on wheat, rice, maize, and potato crops (a major multiple cropping area of Punjab, Pakistan).
- Actively participating and playing an effective role in sales planning meetings, dealer conferences, farmer meetings, field days, sales team training, and showcasing products to different stakeholders for confidence building and sales boosting.

MAY 2016 – AUG 2020 Mardan KPK, Pakistan

RESEARCH AGRONOMIST (BREEDING) BAYER PAKISTAN PVT LTD

Core Responsibilities:

- Managing breeding and PS4 stage trials across KPK during the autumn season and working at the research station in Lahore during the spring season.
- Overseeing National Uniformity Yield Trials (NUYT) and PEQ trials.
- Conducting field mapping using GPS and designing field layouts.
- Handling on-field trial management, including agronomy setup, data acquisition, compilation, and interpretation.

- Technically evaluating promising white and yellow corn hybrids in designated trials.
- Organizing farmer meetings and field days with the sales team.

DEC 2014 – MAY 2016 Charsadda KPK, Pakistan

AREA LEADER (SALES MANAGER) KANZO AG

Core Responsibilities:

- Leading business operations and strategic initiatives.
- Overseeing research and development activities.

EDUCATION AND TRAINING

2024 Peshawar, Pakistan

PHD IN AGRONOMY The University of Agriculture Peshawar

Final grade 3.71/4.00

2015 Peshawar, Pakistan

MASTER OF SCIENCE IN AGRONOMY The University of Agriculture Peshawar

Final grade 3.70/4.00

2013 Peshawar, Pakistan

BACHELOR OF SCIENCE (HONORS) IN AGRONOMY The University of Agriculture Peshawar

Final grade 3.66/4.00

DIGITAL SKILLS

Stakeholder Management | Product Development | Microsoft Office | Agribusiness | Project Management | Content Writing For Product Stewardship Videos | Script Writing For Product Stewardship Videos

LANGUAGE SKILLS

Mother tongue(s): **URDU**

Other language(s): **PUNJABI | PASHTO**

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH (PTE TEST)	B2	B2	B2	B2	B2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

KEY ACHIEVEMENTS AND CONTRIBUTIONS

Agricultural Product Leadership

Spearheaded the advancement and development of multiple CP and Seed products, including:

- DK-7024 (Corn Spring hybrid), DK-6321 (Corn Spring hybrid), DK-8022 (Corn Autumn hybrid)
- ADENGO Xtra (Corn herbicide)
- Infinito (Potato and Tomato crop Late blight product)
- Ambition Complete (Bio stimulant)
- Serenade (First ever Bacterial potato seed treatment)

Awards and Recognition

- Market Development Commercial Excellence program winner in SEAP 2023
- Sustainability champion in APAC 2023
- Top performance award 2022 in Market Development team Pakistan
- Bay Star Award for 100% trial submission and timely, transparent data entry in 2021.

Key Strengths

- Commercially aware
- Collaborative approach
- Loyalty and trustworthiness
- Problem solver

Core Skills

- Innovation and ability to learn
- Interpersonal effectiveness skills
- Leadership and management skills
- Time management
- Team working skills

CERTIFICATES

7 JAN 2023

Controlled Data Training

1 DEC 2021

Business Acumen Development

1 DEC 2020

Fairness and Respect at Work

PROJECTS

Zero Tillage Planter

Introduced the zero tillage planter in Pakistan, enhancing soil conservation and crop yield efficiency for farmers.

Multi Nozzle Sprayer Lance

Designed a multi nozzle sprayer lance to optimize the application of ADENGO Xtra, supporting its business growth.

Boom Sprayer

Designed a boom sprayer to enhance the application efficiency of ADENGO Xtra, supporting its business growth.

PUBLICATIONS

2023

Agronomics of Wheat (*Triticum Aestivum* L.) Under Phosphorus Doses, Organic Amendments, and Tillage Practices Across the Years

Hamdan. A. K. and *A. Khan¹

2022

Impact of Phosphorus, Organic Sources, and Tillage Management on Wheat Yield and Yield Components

Hamdan A. K. and Amanullah

2018

Yield Response of Wheat to Sorghum Extract and Herbicide (Affinity) Application at Different Growth Stages

Tabassum, A., S.K.Khalil, Z.Rahman, Misbahullah, M.Alamzeb, T.Shah, S.Khan, Tauheed, and H.A.Khan

2015

Phosphorus and Zinc Fertilization on Maize Yield and Yield Components

Hamdan. A. K. and A. Khan