

Mr Lindsay Jolly

Date of Birth: 15/02/1960 **Nationality:** Australian

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My Objective

A proven commodity professional with global experience in sugar and related markets, as well as in tea, coffee, cocoa and energy markets, looking to build the capacity and reputation of companies and agencies in the commodities sphere.

At work

**December 2017
-Present**

Soft Commodity Consulting Global Sugar and Related Markets

Part of an independent consortium of soft commodity consultants, with long standing industry experience providing a wide range of services and expertise to the soft commodity industry.

We Know Sugar Consulting Director

A freelance consulting service to the global sugar and sweeteners industry. Undertaken a China Sugar Study in Collaboration with Greenpool Commodities and a benchmarking study of the sugar industry in Cote d'Ivoire. Issue a fortnightly Australian Crush Report in collaboration with APIC Consulting, Singapore.

**July 1995
-December 2017:**

International Sugar Organization

An international sweeteners and fuel ethanol market expert. Gathered primary and secondary market intelligence from member governments and global industry stakeholders. Researched and interpreted key market drivers, producing regular and in-depth analytical publications and studies. Strong knowledge of global and regional supply/demand/trade fundamentals, but also have taken a specific focus on smallholder growers and on sugar industries in Sub-Saharan Africa. Widely known internationally. Developed productive relationships with key government and industry stakeholders globally. Regular speaker/chair at international sugar conferences. Widely travelled within this role. Directly enhanced ISO's reputation and kudos. Multi-agency experience working with the Common Fund for Commodities to implement sugar development projects, and with the OECD/FAO Commodity Group to develop long term projections for sugar and sweeteners.

**July 1992
-June 1995:**

Australian Bureau of Agricultural and Resource Economics, Canberra, Australia

Manager, International Energy Economics Section.
Led a team of 6 professional staff in researching and interpreting energy market issues at both an Australian and global level.

Creative

**Ideas-
Driven**

**Well-
Organised**

**Critical
thinker**

Persuasive

**Relishes
Challenges**

**Strong
Technical
Skills**

Self-Starter

Enthusiastic

Team leader

**International
Commodities
Expert**

forecasting. Ensured team cohesiveness and motivation. Coached and mentored staff. Reviewed work of staff to ensure quality and adherence to corporate standards. Formally represented ABARE at domestic conferences and inter-agency meetings.

**July 1990
-June 1992:**

Food and Agriculture Organization, Rome, Italy

Commodity Specialist: responsible for gathering, collating, and analysing primary and secondary market intelligence for global sugar, coffee, cocoa and tea markets. Produced world class quantitative and qualitative analysis for regular FAO publications and for inter-governmental meetings both in Rome and abroad.

Creative

Ideas-Driven

**January 1982
-June 1990:**

Australian Bureau of Agricultural and Resource Economics, Canberra, Australia

Progressed from Assistant Research Officer to Principal Research Officer. Planned and managed programs of commodity analysis and economic research for coal, uranium, industrial crops and fruit crops. Enhanced and honed professional, technical and communication skills in this internationally respected agency

Well-Organised

Critical thinker

Persuasive

**January 1981
-November 1981:**

CSR Ltd, North Queensland, Australia

Responsible for land control and cane harvesting. Liaised with cane-growers and harvesting personnel whilst representing the sugarcane miller's interest. Honed communication skills, conflict resolution skills.

Relishes Challenges

Strong Technical Skills

Academic

1977-1980:

University of New England, Armidale

Bachelor of Agricultural Economics (Honours). Main subjects: agricultural economics, agricultural price analysis, economics of developing countries, applied regression analysis, farm management and business management.

Dissertation: "The comparative impact of the fruit reconstruction scheme on the Kentucky and The Summit fruit growing areas".

Self-Starter

Enthusiastic

Team leader

International Commodities Expert

Technical Skills:

- Strong technical skills and competency in Microsoft Word, Excel and PowerPoint.
- Creative PowerPoint abilities.
- Excellent touch typing skills.