ASIIMWE ALLAN

Agro-Industrial Value Chain | Commodity Sourcing & Trading | Processing | Bulk Export Operations

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PROFESSIONAL PROFILE

Agro-industrial value chain, commodity trading and export operations professional with 8+ years of progressive experience developing and managing Uganda-based agricultural supply chains, with deep practical experience in coffee sourcing, farmer and producer-organization engagement, aggregation, post-harvest handling, quality management, warehousing, value addition, physical trading and international export execution. Brings end-to-end operational exposure across the source-to-market chain, from identifying and mobilising supply through supplier coordination, collection, quality verification, inventory control, logistics, export documentation and delivery to international buyers.

Managed commercial and operational portfolios handling approximately 1,000 MT of coffee annually for export to 8+ destinations, and coordinated more than 50 export shipments annually, with earlier responsibility for 100+ shipments per year. Built working relationships with farmer organizations, cooperatives, aggregators, processors, traders, transporters, freight forwarders, regulators, financial institutions and international buyers across Uganda's Central, Eastern, Western, Northern and Southwestern regions. Experienced in commercial negotiations, supplier and buyer relationship management, cost control, P&L oversight, stock reconciliation, traceability, certification support, operational risk management and KPI reporting.

Combines field-level understanding of smallholder production systems with commercial and logistics leadership. Skilled at translating buyer specifications, market intelligence and delivery commitments into practical sourcing, quality, inventory and shipment plans; strengthening supply networks; identifying operational bottlenecks; and coordinating cross-functional teams and third-party service providers. Experience is concentrated in agricultural commodities and coffee; supply-chain controls, supplier verification, sampling, quality assurance, traceability, logistics and export-compliance disciplines are transferable to the development of other commodity and mineral supply chains.

CORE COMPETENCIES

Integrated value-chain management: Source-to-export operations; supply network development; farmer and cooperative engagement; aggregation; collection and delivery planning; supply continuity and seasonality monitoring.

Commodity sourcing & procurement: Supplier identification and relationship management; procurement planning; volume and availability tracking; price and market intelligence; supplier performance and risk follow-up.

Processing & value addition coordination: Post-harvest handling; coffee cleaning and grading practices; quality-led processing coordination; roasting, branding and product diversification; yield, loss and stock monitoring.

Quality, inspection & traceability: Sampling and grading coordination; quality verification; buyer specification compliance; certification support; lot identification; farmer and supply-chain data validation; digital traceability.

Bulk export & international logistics: Export execution; shipment scheduling; inland transport; warehouse coordination; freight forwarding; customs processes; containerised shipment coordination; Incoterms 2020 and shipping documentation.

Commercial & buyer management: B2B account management; commercial negotiation; contract and pricing coordination; order fulfilment; buyer communication; delivery performance; market development.

Regulatory & trade compliance: Export documentation; coordination with regulatory and verification bodies; certification records; customs and freight procedures; traceability and supplier documentation.

Operations & financial management: P&L and budget oversight; cost control; working-capital coordination; inventory reconciliation; operational reporting; KPI dashboards; risk identification and corrective action.

Leadership & stakeholder coordination: Cross-functional team leadership; supplier and service-provider coordination; producer-organization capacity building; institutional and development-partner engagement.

SELECTED CAREER HIGHLIGHTS

End-to-end commodity operations: Managed agricultural commodity workflows spanning farmer-linked sourcing, procurement, aggregation, quality control, warehousing, inventory, export documentation and international customer delivery.

Export scale and market reach: Managed approximately 1,000 MT of coffee annually for export to more than 8 destinations, including Belgium, Italy, Germany, the UAE and Morocco; coordinated 50+ shipments annually and previously managed export execution of 100+ shipments per year.

Supply network development: Built and maintained relationships with producer organizations and suppliers across Uganda's major coffee-growing regions; supported market linkages involving 80+ farmer organizations and aggregation connected to a digital database of 200,000+ profiled farmers.

Quality, traceability and Compliance: Supported quality management and certification requirements, including Fairtrade, Rainforest Alliance and Organic programmes; contributed to digital farmer profiling and traceability through My Koop, KoboCollect and SurveyCTO.

Value addition and enterprise development: Led and supported coffee roasting, branding, and product diversification and producer-enterprise commercialisation initiatives.

Operational controls and performance: Managed budgets, P&L, inventory reconciliation, stock movements, shipment performance and operational KPIs across multiple supply and storage locations.

Farmer finance and supply resilience: Supported KYC, credit vetting, disbursement and repayment monitoring for a 3,000+b farmer fertilizer input-loan pilot implemented with Hamwe East Africa and Yara East Africa, which closed with a 10% default rate.

PROFESSIONAL EXPERIENCE

Trading Manager – Commercial and Operations | Ekam Coffee Limited

June 2024 – March 2026

Led commercial, sourcing, quality, logistics and value-addition operations for a green coffee trading and roasting business, with responsibility for the full operating chain from procurement and supplier coordination to export delivery.

- Managed the end-to-end coffee value chain, coordinating farmer- and supplier-linked procurement, aggregation, post-harvest handling, quality control, warehousing, inventory, export documentation and delivery to international customers.
- Managed approximately 1,000 MT of coffee annually for export to 8+ international destinations, including Belgium, Italy, Germany, the UAE and Morocco, aligning sourcing and stock availability with customer orders and shipment commitments.
- Developed and maintained sourcing relationships with coffee suppliers, farmer-linked networks, producer organizations, processors and other supply partners to support reliable volumes, quality and delivery.
- Coordinated procurement and supply planning against buyer specifications, market conditions, available volumes, pricing, quality requirements and shipment schedules.
- Monitored coffee quality through procurement and export execution, coordinating sampling, grading, verification and resolution of quality-related issues to ensure conformity with buyer requirements.
- Managed warehouse inventory and coffee movements against export commitments; oversaw stock reconciliation, traceability and accurate operational records.
- Coordinated logistics providers and internal teams to plan product movement, storage, shipment readiness and export execution, addressing delays and operational constraints.
- Negotiated commercial agreements, pricing, delivery schedules and service commitments with buyers and suppliers, balancing competitiveness, margin and customer requirements.
- Managed strategic domestic and international buyer accounts, developing account plans and joint commercial activities and monitoring volume, revenue and delivery KPIs.
- Led and supported value-addition activities within the coffee business, including roasting, branding and product diversification, while coordinating quality and commercial requirements.
- Supported producer organizations in Fairtrade, Rainforest Alliance and Organic certification processes through technical guidance and compliance coordination.
- Managed operational budgets, P&L, financial forecasts, cost controls and commercial plans; monitored margins and operating performance to inform management decisions.
- Led and coordinated commercial, procurement, logistics, field and quality teams; established performance monitoring and reporting routines to strengthen accountability and operational consistency.
- Produced market intelligence and commercial performance reports covering price movements, buyer requirements, supply conditions, competitive dynamics and growth opportunities.

Green Coffee Manager – Trading, Commercial & Logistics | National Union of Coffee Agribusinesses and Farm Enterprises (NUCAFE Ltd)

June 2023 – May 2024

Directed coffee trading and supply-chain activities across Uganda's coffee-growing regions, with a focus on producer sourcing, aggregation systems, quality, commercial performance and value addition for smallholder organizations.

- Led coffee market and value-chain assessments to understand production and supply conditions, quality gaps, training needs, market trends and opportunities for value addition and commercially sustainable sourcing models.
- Strengthened aggregation centres and collection hubs, working with producer organizations to improve collection, post-harvest handling, quality management, storage, traceability and bulk marketing.
- Coordinated supply pipelines involving producers, cooperatives, aggregation centres, warehouses, transporters and buyers to support availability, continuity of supply and timely fulfilment of orders.
- Monitored sourcing volumes, quality, pricing and stock availability across supply locations and coordinated corrective action where supply or quality constraints affected delivery plans.
- Managed green coffee inventory and stock reconciliation across multiple aggregation and storage sites, supporting traceability, accountability and alignment between physical stocks and records.
- Managed and developed domestic and international customer accounts, conducting business reviews and supporting revenue growth, profitability, retention and fulfilment of buyer requirements.
- Directed trading portfolio performance through budgeting, forecasting, pricing oversight, margin analysis and cost control.
- Advised producer organizations on business planning, commercialization, value-addition strategies and enterprise development to improve competitiveness and market readiness.
- Supported producer organizations with Fairtrade, Rainforest Alliance and Organic certification requirements, strengthening alignment with buyer, quality and regulatory expectations.
- Structured and coordinated buyer pre-financing and coffee export financing arrangements with financial institutions and development partners to improve working-capital availability and market access.
- Tracked export volumes, revenues, delivery performance, market expansion and enterprise KPIs; prepared forecasts and analytical reports for operational and commercial planning.
- Coordinated commercial, finance, logistics and operations functions from negotiation through contract fulfilment, invoicing and settlement.

Exports and Logistics Manager – Key Accounts | National Union of Coffee Agribusinesses and Farm Enterprises (NUCAFE Ltd)

September 2021 – May 2023

Managed export execution and key buyer relationships, coordinating shipment planning, logistics, trade documentation and regulatory interfaces to deliver customer orders reliably.

- Coordinated end-to-end export pipelines and execution of more than 100 coffee shipments annually to international destinations.
- Translated buyer orders and delivery requirements into operational shipment plans, coordinating product readiness, transport, warehouse activities, and documentation and shipment schedules.
- Managed day-to-day relationships with key buyers, suppliers, transporters, clearing and logistics partners, and regulatory stakeholders; communicated order status and resolved service issues.
- Coordinated inland logistics and shipment processes with transporters, freight forwarders and clearing agents, monitoring lead times, delivery schedules and logistics costs.
- Reviewed and validated commercial, financial and shipping documentation for accuracy, completeness and compliance, including bills of lading, certificates of origin and phytosanitary documentation.
- Applied Incoterms and export-process knowledge to support shipment coordination, allocation of responsibilities and fulfilment of delivery requirements.
- Monitored OTIF and other operational KPIs, identified bottlenecks and supply-chain risks, and coordinated corrective actions with internal and external stakeholders.
- Identified logistics inefficiencies and cost-saving opportunities while balancing service levels, compliance and delivery reliability.
- Engaged regulators, verification bodies and trade partners to facilitate clearance, documentation and uninterrupted product flow.
- Designed and implemented ICT-enabled dashboards and reporting systems to improve shipment visibility, data accuracy and management decision-making.

- Maintained operational and transaction records supporting stock and shipment reconciliation, traceability, reporting and timely settlement.

Trading and Marketing Officer | National Union of Coffee Agribusinesses and Farm Enterprises (NUCAFE Ltd)

October 2019 – September 2021

Supported commodity market development, producer engagement, digital traceability, farmer-finance initiatives and commercial operations across domestic and international coffee markets.

- Supported the design and field implementation of a fertilizer input-loan pilot with Hamwe East Africa and Yara East Africa through the One Farm Platform, with Stanbic Bank Group support, facilitating more than 3,000 farmer loans across Sheema, Masaka (Kabonera) and Kyotera (Rakai); the pilot closed with a 10% default rate.
- Supported farmer mobilisation, KYC, data validation and credit-vetting processes, and monitored loan disbursement and repayment information to strengthen portfolio visibility and follow-up.
- Supported the development and field rollout of My Koop, a digital traceability and business-profiling platform implemented with Hamwe East Africa, contributing to a database of more than 200,000 profiled smallholder coffee farmers.
- Worked with farmer organizations, cooperatives and field agents to collect and validate farmer and enterprise information, resolve data inconsistencies and improve the reliability of digital records.
- Managed relationships with domestic and international B2B clients, cooperatives and other stakeholders, supporting customer acquisition, retention and longer-term market development.
- Delivered onsite and remote training to farmers, cooperative leaders and field agents on digital platform use, structured data entry, reporting and compliance requirements.
- Designed and delivered SME and producer-organization capacity-building programmes covering market analysis, pricing, business development, enterprise performance and value addition.
- Conducted market, price and valuation analysis to inform agricultural commodity trading, procurement and investment decisions.
- Developed and maintained market information systems, structured databases, dashboards and reporting tools to strengthen information access and evidence-based decisions.

Market Linkage Associate | ICT-enabled Agribusiness Development Project (Uganda), supported by CTA – NUCAFE Ltd

September 2018 – October 2019

Supported agribusiness development, market access and enterprise capacity building for SMEs, farmer groups and producer organizations.

- Designed and delivered capacity-building programmes for 50+ SMEs and farmer groups on market analysis, pricing, business development, commercialization and value addition.
- Conducted enterprise assessments to identify gaps in operations, quality, financial performance, business planning and market readiness, and supported practical improvement actions.
- Facilitated market linkages and investment opportunities through B2B engagements, trade fairs and exposure visits, connecting farmer groups and agribusinesses with buyers and off-takers.
- Supported the development and field rollout of My Koop, contributing to digital farmer profiling and building practical understanding of production and supply conditions across Uganda's coffee-growing districts.
- Coordinated stakeholder engagement involving private-sector actors, financial institutions, development partners and producer organizations.

Research Assistant – Youth Engagement in the Coffee Value Chain | NUCAFE Ltd | ESFIM Collaborative Action Research

October 2017 – December 2017

Contributed to research examining smallholder farmer and youth participation, market access and producer-organization engagement in Uganda's coffee value chain.

- Supported field data collection, validation and analysis on youth participation and engagement in agribusiness and the coffee value chain.
- Maintained structured research datasets and supported data-quality checks to ensure consistency and reliability for analysis.
- Contributed to research reports, findings and presentations intended to inform stakeholder engagement and recommendations for stronger market participation.

VALUE CHAIN & OPERATIONAL EXPERTISE

Supply network development: Practical experience working with farmer groups, producer organizations, cooperatives, suppliers, aggregators, warehouses, processors, transporters, buyers and institutional stakeholders.

Sourcing and supply planning: Experience coordinating procurement and aggregation around available supply, quality, pricing, buyer demand, stock positions and shipment schedules.

Processing and quality coordination: Exposure to coffee post-harvest handling, grading, quality verification, roasting and product diversification, with a focus on meeting customer specifications and controlling losses.

Inventory and storage controls: Stock movement monitoring, warehouse coordination, physical-to-record reconciliation, traceability and operational reporting across multiple locations.

Export and trade execution: Shipment planning, inland logistics coordination, customs and freight processes, export documentation, Incoterms 2020 and coordination with external logistics providers.

Supplier and product due diligence: Experience validating farmer, producer and supply-chain information, checking traceability records, coordinating quality verification and working with certification and regulatory stakeholders.

Mineral value-chain transferability: Relevant transferable strengths include supplier network development, source verification, documentation control, sampling and quality coordination, inventory traceability, transport planning, export execution and stakeholder due diligence.

EDUCATION

Bachelor of Science – Statistics and Mathematics | Makerere University, Kampala

Uganda Advanced Certificate of Education (UACE) | Namilyango College

Uganda Certificate of Education (UCE) | St. Henry's College Kitovu

CERTIFICATIONS, MEMBERSHIPS & PROFESSIONAL DEVELOPMENT

- East African Customs and Freight Forwarding Practicing Certificate (2019 – present).
- Export Marketing Communication – International Trade Centre.
- Youth Representative, Africa Fine Coffees Association (AFCA) Uganda Chapter Management Committee (2020–2024).

DIGITAL & TECHNICAL SKILLS

Commodity and trade operations: Coffee trading and grading practices; export procedures; Incoterms 2020; freight forwarding; shipment documentation; inventory and stock reconciliation.

Data and reporting: Advanced Microsoft Excel; KPI dashboards; operational and commercial reporting; market analysis; data validation and structured database management.

Field data and traceability: KoboCollect; SurveyCTO; digital farmer profiling; traceability and field data collection.

Productivity and collaboration: Microsoft Office Suite; Google Workspace; Zoom; Microsoft Teams.

LANGUAGES

English (Fluent) | Runyakitara (Native) | Luganda (Native) | Swahili (Intermediate)

REFERENCES

Available upon request.