JOÃO FLAVIO BARBOSA DE MOURA

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Driver's License: Category AB (Brazil)

PROFESSIONAL SUMMARY

Agronomist specialized in **technical sales**, **field data monitoring**, and **demand generation** for the crop protection and biologicals sectors. Throughout my career, I have developed extensive expertise in crop cycle monitoring (planting to harvest), phytosanitary management, pest and disease forecasting, and physiological quality assessments (germination and vigor testing). Currently acting as a Biologicals Technical Sales Consultant, driving market share growth through strategic channel management, customer prospecting, and technical field days for portfolio positioning. Additionally, I am part of an exclusive national team of only 22 professionals in Brazil executing the "Comando Nematóide" program, operating a mobile diagnostic laboratory to identify plant-parasitic nematode genera on-site, delivering high-precision diagnostics that enable assertive, data-driven integrated pest management (IPM) strategies for growers. Key attributes include a proactive approach, cross-functional teamwork agility, and a strong commitment to delivering high-yield, quality field results.

PROFESSIONAL EXPERIENCE

FMC (via Unicampo) — Biologicals Technical Sales Consultant

October 2024 – Present

- Responsible for generating demand through field trials and product performance evaluations.
- Drive sales, prospect new clients, and strengthen relationships with strategic partner channels.
- Organize, set up, and host technical stands for field days, effectively presenting the product portfolio to growers and partners.
- Participate as part of an elite team of 22 professionals across Brazil in the "Comando Nematóide" program, deploying a mobile laboratory to identify plant-parasitic nematode genera on-site and recommend high-precision integrated management solutions.

AGREX DO BRASIL — Commercial Technical Assistant

May 2023 – March 2024

- Conducted germination and vigor tests; managed the precise delivery of agricultural inputs and products.
- Monitored planting processes, crop establishment, and pest/disease dynamics in the field.
- Set up, tracked, and evaluated field trials to create strategic demand-generation opportunities.
- Handled technical sales, client follow-ups, and active prospecting of new commercial accounts.

TECNO NUTRIÇÃO — Sales Technical Assistant

January 2023 – April 2023

- Set up, monitored, and evaluated commercial field trials for portfolio performance verification.
- Conducted direct sales, provided technical client support to solve crop challenges, and coordinated product deliveries.

AGRICOLA PONTO FORTE — Technical Assistant

May 2022 – January 2023

- Responsible for executing seed germination and vigor tests to ensure quality standards.

- Delivered agricultural inputs and performed systematic crop and pest monitoring during the planting and vegetative stages.

RHD AGRO MONITORAMENTO — Agricultural Technician
February 2022 – April 2022
- Monitored and tracked large-scale harvest operations and supervised planting quality controls.

EDUCATION

Bachelor's Degree in Agronomy
Federal Institute of Education, Science, and Technology of Mato Grosso (IFMT) – Confresa Campus, MT.

ADDITIONAL SKILLS & COMPETENCIES

- Proactive mindset with a proven ability to lead field operations and collaborate efficiently in cross-functional teams.
- Strong commitment to execution speed, strategic focus, and high-quality results under high-pressure environments.

ADDITIONAL CERTIFICATIONS

MOPP Certification – Training for Drivers of Hazardous Product Cargo Vehicles (CETPP).