

Value Proposition

With over 35 years of executive leadership in global agriculture, Garth brings a rare blend of scientific depth and business acumen to every mandate. His clients benefit from his ability to turn science into commercial reality, guide M&A processes, and coach leadership teams through growth and transition. His expertise spans seeds, biotechnology, crop protection, and commercial strategy, always with a focus on making tough decisions, unlocking value, and driving sustainable business outcomes. He has built and led multi-million dollar businesses across multiple continents, holding senior roles with leading crop science companies in Canada, the U.S., Germany, France, and South Africa — not remotely, but while living and working within each market. His hands-on experience includes full P&L oversight, business design, risk mitigation, and managing complex acquisitions and divestitures. Known for combining scientific insight with sharp commercial thinking, Garth supports multinationals, start-ups, and family-run enterprises alike. Whether developing go-to-market strategies, shaping exit plans, or restructuring for growth, he brings clarity, discipline, and lasting impact to every engagement.

Selected Achievements

- Built and led seed businesses exceeding US\$1 billion in annual sales across canola, soy, corn, and cotton sectors, providing strategic leadership and strengthening operational discipline.
- Spearheaded the full lifecycle of M&A activities, including the canola seed divestment in the €7.6 billion acquisition of Bayer's seed assets by BASF, from scoping and data room prep to management presentations and pre-, post-merger integration.
- Closed multiple high-profile deals totalling over \$1 billion, including acquisitions (AgraQuest, Prophyta, soy companies in South America) and major licensing partnerships with industry leaders like Monsanto.
- Grew business, from \$10 million to \$150 million+ in revenue by forging major collaboration deals with for example, Cargill and Monsanto.
- Negotiated complex licensing agreements in several countries (including China, India, Israel, Australia) to secure freedom to operate, accelerating the commercialization of innovative seeds and seed technologies.
- Balanced growth strategy by creating new business units while responsibly downsizing lower-potential segments, redirecting focus and investment to high-return opportunities.
- Trusted advisor to a VC company and VC-backed agri-business start-ups, providing critical guidance on market readiness, exit strategies, and scaling operations for investment attractiveness.
- Captured 60%+ market share in North America Canola Seeds by securing resources, recognition, and motivation for plant breeding, delivering outstanding products that were expertly demonstrated and marketed to growers.
- Held workshops with management and investors, describing entire process of R&D, from regulatory requirements, patent licensing, and seed production to sales and marketing, leveraging experience gained working at multinational seed and trait companies.
- Rose to the rank of 2-star lieutenant in the South African Defence Force, gaining unique experience in perseverance and leadership – recognized by receiving the Chief of the Army's Commendation upon completion of military service.

Experience

- BASF: Vice President, North America Seed and Traits Business
- Bayer CropScience: Global Head of M&A and Business Development
- Bayer CropScience: Global Head of Oilseeds and Wheat Seeds and Traits
- Aventis CropScience: Director, Global Licensing Biotechnology Traits
- AgrEvo: Business Development Manager, Biotechnology
- Hoechst and AgrEvo: Agronomist & Regional Manager, Crop Protection

Qualifications

- Master of Science in Agriculture - University of Stellenbosch, South Africa

