



**INTERNATIONAL
COFFEE
ORGANIZATION**

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International Coffee Council
119th Session
13 – 17 March 2017
London, United Kingdom

**Nomination for the post of
Executive Director**

**Mr Remigi Winzap
Endorsed by the Government of Switzerland**

Background

1. In accordance with the procedures for the appointment of the Executive Director which were approved by the Council at its 118th Special Session on 23 January 2017 (see documents [ICC-118-2](#) and [ICC-118-4](#)), the Government of Switzerland has submitted the attached proposal for the appointment to the position of Executive Director of Mr Remigi Winzap, including his curriculum vitae and a submission from the candidate.
2. The procedures provide that the Council shall review the list of candidates selected by the Pre-Selection Committee.

Action

The Council is requested to consider this document and, if appropriate, decide upon the appointment of the Executive Director.



CH-3003 Bern. GS-EAER. JSA

International Coffee Organization
22 Berners Street
London, W1T 3DD
UK

Bern, February 20, 2017

To the Members of the International Coffee Organization

Endorsement by Switzerland of Mr Remigi WINZAP for the post of Executive Director of the International Coffee Organization

Distinguished Members of the International Coffee Organization,

I am writing to you to convey my endorsement of Mr Remigi Winzap as Swiss candidate for the post of Executive Director of the International Coffee Organization.

On the one hand, coffee and the coffee industry are very important for Switzerland. Its citizens consume 9 kg of coffee per capita each year, and Switzerland has an important coffee processing industry. One Swiss company alone processes 10% of world coffee production. On the other hand, Switzerland is very important for the coffee industry as a whole, as it hosts the most important trading hub for coffee. More than 50% of raw coffee traded outside producing countries is traded out of Switzerland.

Switzerland therefore identifies itself very much with the mission of the ICO and its continuous efforts to strengthen the global coffee sector and to promote its sustainable expansion. Switzerland has been a committed member of the ICO since 1962. It has only recently chaired the International Coffee Council (coffee year 2014-2015) and participates actively in all sub-committees of the Council. Switzerland is also strongly engaged in taking up the coffee sector's challenges by supporting the sustainability of the coffee industry. Switzerland has been an early supporter of the 4c Initiative and continues to be actively engaged in further increasing the coverage and impact of sustainability standards for coffee through partnerships with IDH (the sustainable trade initiative) and ISEAL (International Social and Environmental Accreditation and Labelling Alliance).

Recognizing the importance of the ICO, Switzerland is keen to strengthen its Secretariat in the interest of all ICO Members by proposing Mr Remigi Winzap, a very experienced and respected civil servant with a successful career in foreign trade, as the new Executive Director. Until recently, Mr Winzap was the Swiss Ambassador to the WTO and UNCTAD and has a broad background in trade, where he has shown his ability to deal successfully with issues from the perspective of both developing and developed

countries. This gained him a strong reputation within the Swiss Administration and among the international trade community.

Mr Remigi Winzap is hardworking, well organized and dedicated. He has very good communication skills and is fluent in Romansh, English, French, Spanish and German. My government is convinced that these qualities, paired with Mr Winzap's integrity and innovative views, would be a very strong asset to the ICO and would benefit all Members.

I can ensure you of the continuing commitment of Switzerland to the ICO and highly recommend the appointment of Remigi Winzap as its Executive Director.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'J. Schneider-Ammann', written in a cursive style.

Johann N. Schneider-Ammann
Federal Councillor

CURRICULUM VITAE OF REMIGI WINZAP

Name **Remigi WINZAP**
Date of Birth 9 December 1961
Nationality Swiss
Civil Status Married to Regina Lozano Zalce (with one adult son)

Mr Remigi Winzap at a glance:

- 55 years of age
- 2012-2016 Ambassador of Switzerland to WTO, EFTA, UNCTAD, ITC and ECE/UN
- 34 years of experience in private and public sector
- Very strong management skills and extensive diplomatic experience
- Responsibility for Swiss relations with the ICO from 1997 to 2001
- Experience in managing budgets of GBP 28 million/year
- Fluent in English, Spanish, French and German

Employment history

2016 to date **State Secretariat for Economic Affairs, Berne, Switzerland**
Responsible for Swiss/UK trade policy dialogue “post-Brexit” and Chief Negotiator for the plurilateral Trade in Services Agreement (TiSA).

2012 – 2016 **Permanent Mission of Switzerland to the WTO and EFTA, Geneva, Switzerland**
Ambassador and Head of Mission; Permanent Representative of Switzerland to WTO, EFTA, UNCTAD, UN/ECE and ITC; Member of the board of the State Secretariat for Economic Affairs. WTO-Chairperson for negotiations on industrial goods (NAMA) and trade facilitation; Vice-Chair of UN/ECE. Swiss Negotiator in WTO, on the Agreement on Information Technology (ITA), on Environmental Goods (EGA) and on Trade in Services (TiSA). Led a team of 11 people.

2007 – 2012 **State Secretariat for Economic Affairs, Berne, Switzerland**
Minister, Head WTO and Public Procurement, Chief negotiator for industrial goods in the WTO-Doha Round. Led a team of 10 people.

2001 – 2006 **Swiss Mission to the EU, Brussels, Belgium**
Counselor for Agriculture, Veterinary Issues, Health, Consumer Policy, Development-Cooperation and Regional Policy.

1997 – 2001 **State Secretariat for Economic Affairs, Berne, Switzerland**
Head Trade and Clean Technology Cooperation, responsible for market access for developing countries, trade related technical cooperation, commodities, transfer of clean technology, UNCTAD, ITC and International Commodities Organization, including ICO. Led a team of 8 people, CHF 35 million budget.

1994 – 1997 **State Secretariat for Economic Affairs, Berne, Switzerland**
Senior Officer in charge of trade policy and development issues, tariff preferences, trade and environment.

1993 – 1994 **Embassy of Switzerland, Paris, France**
First Secretary, Economic Affairs.

1990 – 1992 **State Secretariat for Economic Affairs, Berne, Switzerland**
Senior Officer in charge of international services issues: GATS (WTO) and EEA (EU-EFTA) negotiations.

CURRICULUM VITAE OF REMIGI WINZAP

- 1988 – 1990 **Swiss Bank Corporation, General Management, Basel, Switzerland**
Head Management Information Systems Development for
Correspondent Banking. Led a team of 7 people.
- 1987 – 1988 **Swiss Bank Corporation, New York, USA**
Officer in Correspondent Banking Department
- 1986 – 1987 **Swiss Bank Corporation, Geneva, Switzerland**
Head CHF Cash Management. Led a team of 3 people.
- 1982 – 1983 **Swiss Bank Corporation, Geneva, Switzerland**
Officer in charge of CHF Cash Management.

Education

- 1992 – 1993 **Ecole nationale d'administration (ENA), Paris, France**
Post-graduate diploma in International Public Administration
- 1983 – 1987 **University of Geneva, School of Law, Geneva, Switzerland**
Master in Law (Licence en droit)

Languages

- Native Language Romansh
- Other Languages German: bilingual proficiency
French: bilingual proficiency
English: full professional proficiency
Spanish: fully fluent

Personal Interests

- Sports Running, skiing, hiking
- Culture Architecture and furniture, contemporary art, theatre, reading
- Socially Enjoying food, wine and card playing (tarot)

References

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To the Members of the International Coffee Organization

Application for the post of Executive Director of the International Coffee Organization

Distinguished Members of the International Coffee Organization,

The International Coffee Organization's mission is to strengthen the global coffee sector and to promote its sustainable expansion in a market-based environment for the benefit of all participants in the coffee sector. The way the ICO delivers on this mission depends to a critical extent on the Executive Director and his staff and on the way the Secretariat interacts with its Members and stakeholders outside the organization.

The relationship between the Secretariat and its Members must be one of trust and support, in which the Secretariat serves all Members in an efficient, effective and transparent manner and with a strong focus on delivering high quality outputs on commonly defined objectives and on the basis of a strong strategic orientation.

As the Executive Director of the ICO, I would commit all my energy to living up to this endeavour together with a well-organized Secretariat.

During more than 30 years, I have acquired very strong management skills as well as extensive experience in international relations, most recently as the Permanent Representative of Switzerland to the WTO, UNCTAD, EFTA, ITC and UN/ECE (2012-2016).

In my past assignments I had responsibilities in the areas of the Swiss-EU relationship and multilateral trade, as well as in trade and development. I was in charge of trade-related cooperation with developing and transition countries and Switzerland's relationship with UNCTAD, UNIDO and the ITC as well as the international commodities organizations, including the ICO. In this capacity I successfully managed a CHF 35 million annual budget (GBP 28 million). Between 1997 and 2001, I systematically integrated sustainability criteria into Switzerland's trade support. The strong commitment to sustainability is a benchmark of Switzerland's cooperation and also remains key for the coffee industry: an industry that is very important for my country, which hosts the most important trading hub for coffee.

Moreover, I always maintained a great interest in North-South cooperation throughout my career. For this reason I co-chaired with Benin the Trade and Development working group of the Organisation internationale de la Francophonie from 2012 to 2016. During my tenure as Head of the Swiss WTO Mission I also had particularly close cooperation with my fellow Ambassadors from Chile, Colombia, Costa Rica, Kenya, Korea, Mexico, Norway, Thailand, Turkey and Vietnam, who attended monthly meetings of the "Friends of the System" group at the Swiss Mission.

Thanks to my strong language skills - besides my native language Romansh, I am fluent in English, French, Spanish and German - I have a privileged access to other cultures. In this context I would like to highlight the very special relationship I have with Latin America's culture as my wife is Mexican and our language at home is Spanish.

Having spent six years in the banking sector (UBS Geneva, New York and Basel) and 28 years with the Swiss government on foreign trade, I have acquired business acumen and the ability to work successfully with people from different backgrounds and cultures.

As a manager I lead by example, with strategic foresight and assertiveness coupled with pragmatism - a mix conducive to high performance. Furthermore, I am a hardworking honest

Bern, 22 February 2017

broker, which has been recognized at the WTO where I was entrusted by 164 WTO Members to chair two complex negotiations, one on market access of non-agricultural products and the other on trade facilitation, which has led to the first multilateral agreement negotiated in the WTO.

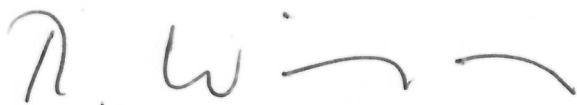
As Executive Director I would:

- evaluate the capacities of the Secretariat without delay, in particular in the priority areas identified by Members in the ongoing strategic review process;
- immediately start filling the vacancies which have occurred in the Secretariat over the past difficult months in order to ensure that a fully staffed and motivated team is again in a position to deliver the high-quality output expected by Members and stakeholders, and to maintain the ICO's reputation of professionalism, strong technical expertise and broad knowledge of the coffee industry;
- engage very closely with exporting and importing Members in order to swiftly establish a new five-year Action Plan on the basis of the commonly defined strategic orientation;
- strive to identify and use the synergies between the ICO's convening power, its in-house knowledge, its accurate data on the coffee sector and its ability to provide technical assistance to producing Members;
- seek strong cooperation with the public and private sector, e.g. on sustainability initiatives, and with other international organizations to coordinate and strengthen the implementation of the strategic goals;
- seek to improve and further strengthen the ties between the Secretariat, Members and stakeholders from the private sector and civil society while making sure that the Organization retains its full autonomy and independence at all times.

We all know that the coffee industry is facing many challenges which – if not tackled decisively - ultimately risk undermining growth and jobs. Some challenges are global, such as climate change and the mitigation of its consequences. Others have to be seen more in a regional or national context. What they have in common is that they need to be addressed by a strong, value adding ICO supporting its Members effectively.

By selecting me as the Executive Director, Members may be assured that I would deliver a strong, efficient and effective Secretariat committed to serving all Members of the Organization in the interests of a healthy, sustainable and proud coffee sector.

For the evaluation of applications for the post of Executive Director of the International Coffee Organization, I consent to the circulation of my curriculum vitae and my government's endorsement to the Organization's Pre-Selection Committee.



Remigi Winzap

Attachments:

- Curriculum vitae of Remigi Winzap
- Endorsement by the Government of Switzerland
- Letter of support of the Swiss Coffee Trade Association



SCTA

SCHWEIZERISCHE KAFFEEHÄNDLER VEREINIGUNG
ASSOCIATION SUISSE DES NÉGOCIANTS EN CAFÉ
ASSOCIAZIONE SVIZZERA DEI NEGOZIANTI IN CAFFÈ
SWISS COFFEE TRADE ASSOCIATION

Geneva, 21 Feb 2017

To whom it may concern,

The Swiss Coffee Trade Association, representing 32 members and 5 associate, is pleased to support the candidature of Mr Remigi Winzap from Switzerland for the post of Executive Director of the International Coffee Organization.

Mr Winzap is a proven and experienced manager and a successful bridge-builder with a thorough understanding of the challenges the coffee sector is facing along the entire industry value chain. His extensive international exposure has gained him an excellent reputation for being a pragmatic, goal-oriented and successful leader.

Our Association has full confidence in Mr Winzap's ability to act as a highly credible and able Ambassador of the entire coffee sector and we are convinced that he would successfully support our industry in producing and consuming countries alike as the next Executive Director of the ICO.

We stand fully behind the candidature of Mr Winzap in the interests of a re-invigorated and successful ICO and a thriving coffee industry. And we stand ready to work with Mr Winzap, the ICO, and the Member states to achieve our common objectives.

Individual members may choose to further show their support by sending individual letters in addition to this one.

Best regards,

Nicolas A. Tamari
President

Cyrille Jannet
Vice President

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Good Food, Good Life

International Coffee Organization
22 Berners Street, London
W1T 3DD, England

Vevey, February 24, 2017

ICO Executive Director – selection process

Nestlé is a key player in the coffee industry worldwide, with leading global coffee brands like Nescafé, Nescafé Dolce Gusto and Nespresso among others.

For our company a healthy and thriving coffee sector is essential and Nestlé takes its responsibility to contribute to its sustainability very seriously. We are committed to working with all actors of the value chain and in the interest of producers and consumers alike in tackling the challenges that we face and in finding effective solutions which work for all. In this context the International Coffee Organization has a crucial role to play as a proactive knowledge and convening hub, leading the sector with a long-term plan.

In this spirit, Nestlé is pleased to join the Swiss government and the Swiss Coffee Trade Association in supporting Mr Remigi Winzap from Switzerland for the post of Executive Director of the International Coffee Organization.

NESTEC LTD.

Benedicte Poinssot
Strategic Business Unit Beverage
Head of Operations