

# Neil DeStefano Consulting LLC

Strategy – Portfolio Expansion – Business/Commercial Development - MarCom



## Turning AgTech Innovation into Commercial Success

*I act as a bridge for companies, connecting them with the right partners, guiding new technologies from concept to launch and ensuring every decision is grounded in commercial reality.*



# My Experience

- Neil DeStefano Consulting LLC – 5 years
- FMC - 37 years, AMVAC – 4 years
- Director, Product Development
- Director, Portfolio Management
- Director, Business Development
- Global Business Manager
- Director of Marketing
- Regional Sales Manager
- Communications Manager



# Services



STRATEGY



PORTFOLIO  
EXPANSION



BUSINESS &  
COMMERCIAL  
DEVELOPMENT



MARKETING



# Clients Served



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# Biological Experience

**AGRI**THORITY<sup>™</sup>  
Science without Borders

**AMGUARD**<sup>™</sup>  
ENVIRONMENTAL TECHNOLOGIES  
An American Vanguard Company

**AMVAC**<sup>™</sup>  
An American Vanguard Company



**Adermatt**

**ascribe**

Biodel **AG**

**BIOLOGICALS**  
by  
**FMC**

**CERTIS**  
Biologicals



**CHR HANSEN**

*Improving food & health*

 **Dunham Trimmer**

**EcoPhage**  
Natural Crop Protection

**ETHOS<sup>™</sup> XB**  
INSECTICIDE / FUNGICIDE

**EVOIA<sup>™</sup>**

**FRACTURE**  
FUNGICIDE

 **Green Solutions<sup>™</sup>**  
from American Vanguard

**ohp** | Partners  
with  
solutions

**RTI**  
INTERNATIONAL

**Verdelis**  
INVESTMENTS  
ProAgInvest, LLC

**STRAT**  **VATION**  
GROUP

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# Staying Current



*Neil DeStefano Consulting LLC*  
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# Thank you!

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