

THOMAS F. NEHER

507-696-6169

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Accomplished Senior Executive with more than 30 years of leadership across the corporate world. His global experience gives a broad perspective that yields insightful and creative solutions in a changing world.

Strengths and Expertise

- Effective coaching and leadership
- Developing trusted relationships
- Communication skills, public speaking and marketing
- Strategic thinking
- Vision for the future

EMPLOYMENT

EMPOWERMENT COACHING LLC

2018 to Present

FOUNDER-DIRECTOR

- **Life Coaching** - Empowering Men Balancing Life Transitions
- **Strategic Planning** – Empowering Dynamic Organizations
- **Leadership Development**– Empowering Corporate and Entrepreneurial Leaders

CROPTRAK – COGENT 3D

2019 to Sept. 2020

GLOBAL DIRECTOR OF BUSINESS DEVELOPMENT – FINANCIAL SERVICES

- **Leads Business Development** – Agricultural Financial Services & Insurance
- **Strategic Relationship Building** - Agribusiness
- **Senior Leadership Team** – Strategic Planning & Mentorship

GEOSYS INTERNATIONAL

2016 to June 2019

DIRECTOR OF GLOBAL RISK MARKETS

- **Leads Global Business Development Team** - positioning remote sensing data analytics used by agricultural insurance, reinsurance, banking, and financial services
- **Businesses Development Team** - delivers real-time, satellite- and weather-based actionable insights to the agriculture supply chain
- **Fastest growing segment** of the Geosys International portfolio

SWISS RE CORPORATE SOLUTIONS

2013 to 2016

VICE PRESIDENT

- **Business Development** – Building the North American portfolio
- **Marketing and Sales** – Consulting large corporate agribusiness accounts, providing customized risk mediation solutions
- **Solution Development** – Leveraging vast agricultural experience to foster growth of a global team

- **Project Management** – Leading international cross functional team creating innovative risk management products

AGSTAR FINANCIAL SERVICES, ACA

2007 to 2013

VICE PRESIDENT & TEAM LEADER

- **Senior Leadership Team** – Responsible for organizational strategic planning. Provided front-end guidance to senior leadership
- **Communicator:** Engaging public speaker, columnist for published agricultural journal, weekly commentator on farm radio network
- **Industry Expert Team** – Provided leadership for sales team with a focus on large commercial relationship management; implemented major strategic sales and service initiatives, record sales volume the last four years
- **Liaison** – Leading and managed strategic alliances nationally
- **Market Intelligence** – Gathered, interpreted and disseminated vital research and information
- **Client and Team Education** – Taught and conducted numerous classes and seminars to promote client success

ARCHER DANIEL MIDLAND (ADM)

1996 to 2006

DIRECTOR OF RISK MANAGEMENT 2002 to 2006

- **Led Risk Management Group** – Diversified accounts; commercial grain companies, farmers and livestock producers
- **Research** – Developed and implemented innovative risk management strategies
- **Market Development** – educational seminars, sales presentations and daily radio commentary

MANAGER OF ACCOUNT DEVELOPMENT AND CUSTOMER SERVICE 1997 to 2002

- **Developed** the risk management sector for the regional office
- **Fostered Entrepreneurial Culture** - Provided leadership, organization, expanded research, generated motivation and vision

GRAIN MERCHANTISER/TRADER 1996 to 1997

- **Thrived in Fast Paced, Self-Starting Position**
- **Worked in Teams Originating Grain**
- **Traded Freight and Transportation**

PARAMOUNT MARKETING

1995 to 1996

PRESIDENT/CEO

- **Launched** – Market Consulting Group
- **Designed Marketing and Trading Strategies** – For farmers and livestock producers

AMERICAN AGRINOMICS MANAGEMENT COMPANY

1994 to 1995

MARKETING SPECIALIST

JOHN P. STEWART, INC. **1992 to 1994**
FULL SERVICE COMMODITY BROKER

PARAMOUNT SEED FARMS **1984 to 1992**
AGRIBUSINESS MANAGER

EDUCATION

Center for Transformational Presence, Newburyport, ME

Coaching Training **2018**

Kansas State University, Manhattan, KS

Graduate Study in Rural Sociology **1983 to 1984**

Emporia State University, Emporia, KS

Graduate Study in Clinical Psychology **1982 to 1983**

McPherson College, McPherson, KS

Degree: Bachelors of Arts Psychology **1982**

References upon request