

# DUDLEY STEPHENS

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## PROFESSIONAL SUMMARY

Visionary senior executive with 25+ years of experience driving transformative growth in the food, agribusiness, and AgTech sectors. Proven expertise in strategic planning, business development, mergers & acquisitions (M&A), and corporate branding. Adept at leading cross-functional teams, securing strategic partnerships, and delivering innovative solutions to complex challenges. Deep knowledge of the farm-to-fork value chain, including seeds, technology, trading, processing, and brand marketing. Recognized for delivering measurable results, including revenue growth, market expansion, and operational efficiency.

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## CORE COMPETENCIES

- Strategic Planning & Execution
- Business Development & Market Expansion
- Mergers & Acquisitions (M&A)
- AgTech & Sustainability Innovations
- Corporate Branding & Market Positioning
- Leadership & Team Building
- Financial Management & P&L Oversight
- Global Trade & Supply Chain Optimization

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## PROFESSIONAL EXPERIENCE

### Global Agrifoods, LLC – Miami, FL

#### *Principal (Part-Time) | Since 1998*

- Provide strategic consulting services to seed, food, AgTech, and agribusiness industries, delivering process improvements, new product development savings, and marketing strategies.
- Serve as an expert witness in grain and seed industry litigation, offering economic and market analysis.
- Conduct investor analysis for AgTech startups and over 50 agribusinesses, guiding investment decisions.
- Develop go-to-market (GTM) strategies for sustainable agriculture systems, focusing on carbon and specialty crop markets.
- Lead M&A activities, including due diligence and integration, for multinational consulting firms.

### Sfeer Corp – Lewes, DE

#### *Chief Strategy Officer | March 2024 – November 2024*

#### *CEO & Board Member | September 2023 – March 2024*

#### *Vice President, Commercial Strategy | June 2023 – September 2023*

- Spearheaded the company's strategic direction, leading to a planned exit in Q4 2024.
- Grew sales subscriptions from 0 to 800 customers in 6 months, managing a global salesforce.
- Oversaw financial performance, achieving 50% growth in 6 months through strategic planning and execution.
- Established key partnerships with business and trade associations, enhancing value-added services.
- Collaborated with product development and marketing teams to drive technological innovation and brand awareness.

### C&D (USA), Inc. – Oak Brook, IL

#### *Head of US Grains | May 2022 – April 2023*

- Led North American grain origination, managing a P&L of over \$50M in revenue for Chinese and non-Chinese markets.
- Advised executive teams in China on strategic direction, trade flows, and technology implementations (CTRM, ERP).
- Represented the company at industry associations (USSEC, USGC, NAEGA, GAFTA, NGFA), strengthening market presence.

### Rantizo, Inc. – Iowa City, IA

#### *Director of Strategy | March 2021 – February 2022*

- Advised C-suite and board on strategic initiatives, including sales, marketing, operations, and product development.
- Developed joint ventures and partnerships to accelerate drone application adoption in agriculture.
- Established a competitive intelligence program to inform product development and marketing strategies.

### Frey P/S – Aarhus, Denmark

#### *Co-Founder & Head of Trading | December 2018 – October 2019*

- Launched a container trading desk, generating \$8M in revenue within the first 3 months.
- Trained and led an inexperienced team, achieving 5,000 metric tons of trades in the initial phase.
- Analyzed market data to optimize trading models and address container imbalances.

**Farmers Business Network Inc. – San Carlos, CA**

***Director, Crop Merchandising | July 2017 – November 2018***

- Established a commodity merchandising desk, generating \$20M in revenue through domestic and international sales.
- Developed accounting and risk management policies, including hedging and derivatives strategies.
- Co-created the company's first sustainability program, now known as [Gradable](#), for Fortune 100 partners.

**Starfuels, Inc. – Jupiter, FL**

***Director, US Grains Division | August 2015 – July 2017***

- Built the US grain brokerage desk, brokering domestic and export cargoes across North and South America.
- Managed P&L, recruitment, and client counterparty risk, driving cost reductions and broker performance.

**Phoenix Commodities USA, LLC – Chicago, IL**

***Trading Manager – USA, Global Agri Division | September 2013 – February 2015***

- Led US origination efforts, sourcing soybeans and other commodities for export to Asian markets.
- Managed a \$22M P&L, achieving a 10-fold revenue increase in the second year.

**Toyota Tsusho America, Inc. – Elk Grove Village, IL**

***Manager, Grain & Oilseeds Section, Food & Agricultural Products Division | November 2010 – September 2013***

- Directed CIF/FOB corn and soybean exports, managing specialty corn breeding programs and production contracts.
- Spearheaded the divestiture of a \$3.5M underperforming asset and led M&A strategy initiatives.

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**EDUCATION**

**Master of Business Administration (MBA)**

***University of Illinois, Urbana-Champaign, IL***

Concentrations: International Marketing, Corporate Strategy & E-Commerce

Study Abroad: University of International Business & Economics (Beijing), Fudan University (Shanghai)

**Bachelor of Business Administration**

***Mississippi State University, Starkville, MS***

Major: General Business Administration | Minor: Agribusiness

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**SKILLS**

- Technical: HTML, MS Office Suite, Salesforce, Openlink, EIKON, Asana, Photoshop

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**PUBLICATIONS & PRESENTATIONS**

- Research Areas: Production economics, new product analysis, seed and biotechnology implementation
- Speaking Engagements: Ag Supply Chain Asia, Beltwide Cotton Conference, InfoAg Conference, Farmer2Farmer