

MEET THE TEAM

SCOTT SCHULZ



For the new Corteva Agriscience U.S. Seed Licensing and Distribution Leader Scott Schulz, agriculture has always been part of who he is. "It's been part of my life and in my blood from the day I was born, and I love it," he said. He grew up on a corn and soybean family farm in northeast Nebraska and is still involved in the operation. Since graduating from the University of Nebraska-Lincoln, he's worked in the crop protection and seed industry.

Schulz began his career in several sales and marketing roles with FMC Corporation and Syngenta Crop Protection in Minnesota, Nebraska and Greensboro, North Carolina. He joined Corteva in 2002 and has held many leadership positions, including General Manager for PROaccess (now Corteva Multi-Channel Seeds), District Leader and Area Leader, where he led a seed and crop protection sales team in Iowa. Most recently, he worked as the Global Corn Program Director, ensuring alignment between R&D and Commercial to meet customer needs in different regions throughout the world. "Working in a global role was a great experience and allowed me to meet farmers and understand their challenges and the needs of different countries," he said. Regardless of where you go in the world, fundamentally it is the same: "Farmers look for new technologies and solutions to help minimize risk and optimize their yield potential and profitability in their operation."

Schulz is excited to lead Corteva's licensing and distribution team. "Corteva is committed to significant investments in R&D to develop new traits and improve germplasm to support our customers," he noted. "We also realize customers have choices and we have to earn their business by delivering products and services that add value while simplifying our approach and doing what we can to make it easy for customers to work with us.

"Competition is good. It makes companies like Corteva work even harder to earn business, provide new and different innovations, and position new ways of doing business," he continued. "Partnering with licensees to help them to build their brands by offering the technologies that farmers want and need to support their individual businesses is a long-term commitment. We have a significant opportunity to excel in this space by providing differentiated value to our customers and more options."

Schulz looks forward to launching new products as they move through the R&D pipeline toward commercialization. "We hope to repeat the success and improve on the model used for the launch of Enlist E3[®] soybeans five years ago. "Customers were quick to recognize the value of Enlist E3 soybeans, which are now the #1 selling soybean technology in the U.S. and growing. As we work to launch PowerCore[®] Enlist[®] corn, we believe licensees will recognize and experience the yield and agronomic advantages our offer provides.

"Our goal is to be a trusted partner and that includes helping licensees and their customers plan ahead for current and future challenges they may face, from changing local growing conditions, pests, diseases, economic environment or agronomics. Predicting and prioritizing the needs of customers today and 10-20 years in the future is really important and will take input from a lot of industry experts to help guide our decisions."

Schulz is excited about the future of Corteva licensing and the opportunity to lead the team toward a bright future. "As an organization, we're committed to providing long-term solutions and options to our licensees," Schulz said. "There are always cycles but if you are just starting your career or have kids starting in agriculture, I am confident the future looks very bright."



Scott Schulz with his wife, two daughters and son-in-law.

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