

Stephen Rezac
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Stephen is President / CEO of NuVue Business Solutions and McCourt Associates. Stephen is known as a strategic thinker, creative problem solver, and an expert in Sales and Leadership Enablement. He has worked in the agriculture, pest control and lawncare industries for over 30 years and has helped companies like BASF, Bayer, Corteva, LawnDawg, Hulet Environmental Services, etc. increase sales and develop leaders.

Stephen works with executives that are looking to increase sales, build stronger leaders and develop capabilities to achieve your organization's business goals. If you are building a strategic plan or implementing a strategic plan, he can help build the soft skills that are needed to implement your business plan.

Stephen is a creative thinker and life-long learner he has developed a *Learning That Never Stops™* system. This system helps your organization to gain knowledge, take action, and get results. He is proven salesperson, leader, learning expert and if you a series about building skills and getting results for your business – Stephen can help.

Major Areas of Specialization

- Sales Development & Negotiations
- Strategic Planner and Business Development
- e-Learning and Mobile Learning Expert
- Innovator and Entrepreneur
- Leadership Development

Stephen earned an MBA from Colorado State University and a Bachelor of Science degree in Agricultural Education from South Dakota State University. He is a member of American Society of Training and Development.

Work Experience:

President / CEO, 2002 to Present

NuVue Business Solutions / McCourt Associates, a Wilson Learning Authorized Reseller
Works with executives who are looking to build leadership and sales capabilities that lead to more engaged employees, increased sales and better business results.

Director of Learning and Development, **BASF North America**, 2000 to 2002

Conducted need analysis and customized classroom programming, synchronous web conferencing, on-line electronic support tools, and email follow-up to ensure the learning was retained and business results were achieved for BASF North America.

Sales Training Manager, **American Cyanamid**, 1998 to 2000

Implemented new sales curriculum and introduced eLearning follow-up.

District Sales Manager, **Ciba Seeds and American Cyanamid**, 1992 to 1998

Hired, coached and developed sales representatives.

Sales Representative, **Ciba-Geigy**, 1986 to 1992

Tripled sales in two different territories.