

Jennifer Quicksall

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PROFILE

Senior Financial Manager who demonstrates continuous ability to execute on organizational goals and address operational and financial challenges in globally changing environments.

SUMMARY OF QUALIFICATIONS

- Ability to link operations to financial results & drive initiatives across organizational layers & functions.
- Excel at project and risk management through leadership & data driven prioritization.
- World class commercial finance experience and training
- Deep acquisition and disposition modeling, due diligence and integration skills & experience
- Excellent controllership experience...process/control design and management
- Outstanding communication skills backed by weekly presentations to upper management & senior clients.
- Completed financial training in world premier GE Corporate Audit Staff & Financial Management Program.
- Four-time nominee for GE Corporate Audit Staff Honors award for leadership and work excellence.
- 2005 & 2006 nominee for General Electric Chairman's Circle Award for outstanding business contributions.

PROFESSIONAL EXPERIENCE

General Electric Mining Global Commercial Finance Manager; CFO of Mining Solutions

2013-2017

\$800MM+ Global mining equipment manufacturer and service provider including 6 distinct business units

Seven sales regions including: North America, South America, Australia, Africa, China, Russia and India; operations based in North America, Australia and China

Responsible for global commercial deal evaluation and approval for 70+ person sales team including: deal structuring, contractual and operational risk analysis, model review and payment terms. Drive deal profit and cash flow. Coordinate with operations, tax, and technical accounting experts to establish optimal deal legal entity structures to limit transaction complexity and tax consequences while ensuring compliance. Coordinate with corporate capital markets group and in-country banking resources to offer customer financing options and establish security instruments to reduce cash collection risk (letters of credit, factoring arrangements, bank drafts). Manage 3-person regional commercial finance team to drive and report quarterly orders, sales and cost (\$18MM budget). Full income statement, balance sheet and cash flow responsibility for Mining Solutions and Digital Mining start-ups. Work directly with GE Mining CFO & Operational leaders to define division short- and long-term goals; propose options and set targets to execute budgets and plans. As member of leadership team, report to senior executives on progress, budget and risks weekly.

Accomplishments include:

- Established pipeline analytics and operational rhythms to cover \$4B of deal opportunities across 7 regions
- Implemented business Delegation of Authority and transactional 5.0 (contractual & operational risk review)
- Created collections reporting and operating rhythm...driving past dues down 50% year over year
- Developed 3rd party toolkit & review to evaluate reputational & credit risk; go/no-go deal decisions up front
- Drove creation of first cross company sales & profit-sharing business model resulting in forming new business unit (Mining Solutions); funded +\$30MM to unlock +\$750MM in GE content pull through
- Provided deal support to win and execute first 3 Mining Solutions deals for distributed power solutions totaling over \$30MM
- Set-up legal entity operations and remote accounting models to execute Mining Solutions Deals in Canada, Chile, and Ghana...each executed in under 90 days from contract closure
- Executed \$10MM base cost reductions over 3 years to respond to changing mining market conditions

GE Propulsion & Specialty Services, Financial Planning Manager → CFO → Integration Leader 2011-2013

\$2B manufacturer of diverse propulsion technologies including: Off-highway mining vehicles, Marine and stationary diesel engine technology, on and off-shore oil drilling drives, durathon batteries servicing telecommunications industry and utility grids, wind gear box technology, and transit system propulsion

Operations based in North America (Erie, Pennsylvania; Schenectady, New York; Mexico) and China

As CFO managed all aspects of business financials. Delivered outstanding performance, reporting positive variances year over year and vs plan in orders, sales, and cashflow. Worked with CEO to develop long term strategic and short-term tactical business plans. Execute plans through weekly, monthly and yearly planning and tracking operating rhythms. Planned, organized, and executed monthly and quarterly closes and reporting schedules. Oversaw and developed 5-person finance team.

Accomplishments include:

- Delivered year over year orders, sales and cash growth
- Executed financial due diligence and acquisition closure for \$90MM domestic equipment manufacturer
- Executed financial due diligence and acquisition closure for \$400MM+ publicly traded Australian based equipment and service provider
- Manage \$170MM battery business start-up investment
- Lead disintegration for timely sale Transit business, ~\$20MM
- Drove financial integration of domestic acquisition, including: financial closing and reporting processes, system integration, employee assessments and resource planning, employee process and policy training

Meritas, LLC, Director of Process Design, Internal Audit, & Compliance 2007-2010

\$200MM international owner and operator of college preparatory schools; operations in Americas, Europe & Asia

Fort Lauderdale, FL

Drive evaluation and restructuring of operations directly impacting the company's financials, controllership and customer service; critical to supporting 69% revenue growth since 2007: includes people, processes and system changes at corporate and operational entities. Manage team of 3-10 individuals of various skill-sets & titles; Work directly with CFO & Operational leaders to define strategic goals; Propose and set vision to achieve goals short term & long term. As member of leadership team, report to senior executives on progress, budget and risks weekly. Accomplishments include:

- Implemented first sophisticated closing & reporting process; drove reporting cycle from 20+ to 5 days
- Drove \$25MM clean-up in unreconciled accounts (232); set-up ongoing monthly management reviews
- Designed revenue forecasting tool utilized in monthly forecasting reviews across the company
- Implemented & manage annual contract review process company-wide; ensures accurate timely forecasting & customer service; drives proactive business actions & decisions to address issues
- Set-up & drove first pipeline & orders reporting process; weekly senior leadership operating mechanism
- Implemented & drove monthly collections & reserves reviews: Past dues down 45%; Bad debt down \$1.3MM
- Centralized domestic accounting operations driving controllership & customer service; 6-month delay in cash application to 2.6-day cycle time
- Lead cross-functional Boarding Company implementation team to support new business platform for '09-10
- Identified & drove correction of root causes driving \$2+MM in revenue write-offs through monthly controls
- Identified \$500k+ in annual savings through process automation/technology enhancements; Act as functional project manager to facilitate implementation across company
- Chaired Internal Control System Implementation Team driving the execution of compliance to new Swiss regulations in 4 months
- Designed & implemented 120-day Integration & On-boarding process for future acquisitions
- Support and advise on annual audit process; prepared various schedules and footnotes for annual report
- Participated in staff assessments, hiring & training of key positions to support business changes; lead to changes in 4 field Business Leads & 7 accounting professionals of various levels

General Electric, Corporate Audit Staff Audit Manager

2006-2007

Burbank, CA; Stamford, CT; London, United Kingdom; Mainz, Germany; Bergen op Zoom, Netherlands

Manage teams of 4-10 associates; define team goals for success; and set vision to achieve goals. Daily responsibilities include managing client relationships with senior GE executives through weekly audit updates, which include delivering and communicating audit results and driving process improvements and corrective actions through project management and cost-benefit analysis. Received a team and personal nomination for a GE Corporate Audit Staff Honors award for business impact. Experience included: 1) GE Corporate Financial Services Europe – \$1.2B Commercial Finance Business, 2) GE Money US - \$37B Consumer Finance Business

- Conducted financial audits identifying \$16.5MM gross EBIT adjustments resulting from process breakdowns
- Facilitated business project to clear \$144MM in balance sheet adjustments driven by systems related issues
- Conducted fraud controls audit at GE's mortgage platform highlighting control gaps in risk review processes
- Worked with leadership team to re-design operations incentive compensation plan & authorization controls

General Electric, Corporate Audit Staff Associate II

2005-2006

Macon, GA; Waukesha, WI; Port Melbourne, Australia; Aldlestone, United Kingdom

Support Audit Manager to achieve team goals by performing business risk assessments, recommending resource deployment and tactical strategy, and managing junior associates. Create PowerPoint presentations and facilitate weekly discussions with senior clients to drive issue closure & corrective action. Nominated for 2 CASH (Corporate Audit Staff Honors) awards for excellent performance and leadership in 4 GE business audits: 1) IKON Financial Services – \$218MM Digital Imaging Leasing Business, 2) GE Healthcare Technologies Americas – \$2.9B Healthcare Equipment Manufacturer, 3) GE Fleet Services Australia – \$189MM Vehicle Leasing Business, 4) GE Commercial Distribution Finance – \$8.0B Inventory Financing Business.

- Drove business analysis to clear (\$3.7MM) in exposure, while identifying economic opportunities for growth
- Lead weekly business reconciliation tracking and training sessions to reconcile \$35MM in 3 months
- Developed expertise in revenue accounting to lead audit of Americas \$2.9B Digital Equipment platform
- Identified and addressed risks on 4 deals totaling \$5.5MM through cross-functional business communication
- Coached 2 associates to identify \$9.2MM gross EBIT adjustments resulting from process breakdowns
- Developed action plan with business to reduce \$20MM reconciliation exposure to (\$.3MM) in 2 months
- Facilitated business / Corporate Audit Staff workouts across businesses to improve processes

General Electric, Corporate Audit Staff Associate I

2004-2005

Cleveland, OH; Geestacht, Germany; Munich, Germany; Dublin, Ireland; Raleigh, North Carolina

Facilitate team goal execution by identifying and quantifying process, compliance, and financial risks in specific assigned audit areas while developing opportunity for process improvement to mitigate future risks. Requires becoming technical expert on applicable accounting literature as well as deep process and operational understanding. Nominated for a CASH (Corporate Audit Staff Honors) award for excellent performance and leadership in 4 GE business audits: 1) GE Quartz & Advanced Ceramics – \$300MM Special Materials Manufacturer, 2) GE Insurance Solutions Property & Casualty – \$10B Reinsurance Business, 3) GE Strategic Reinsurance – \$160MM Structured Insurance Business, 4) Genworth Mortgage Insurance – \$1.1B Mortgage Insurer.

- Covered 5 locations to close over \$3MM exposures related to purchase accounting and inventory issues
- Drove insurance underwriting control analysis and gap closure to obtain Sarbanes Oxley certification in 2005
- Lead investigations on behalf GE Counsel; work praised by Senior GE Executives in the Wall Street Journal

General Electric Transportation Systems, Financial Management Program

2002-2004

Financial Analyst: Fairfield, CT; Erie, PA; Grain Valley, MO

Intensive 2-year program provided hands-on experiences including financial planning, accounting, operations analysis, auditing, forecasting, and Six Sigma quality process improvement. Program combines coursework, job assignments and interactive seminars to produce exceptional financial, technical, and business skills spanning four assignments: 1) Corporate Environmental (CEP) finance analyst – \$55MM Budget, 2) Parts & Repair Services financial analyst – \$100MM Budget, 3) Global Financial Planning & Analysis – \$18MM Budget, 4) Global Signalling Financial Planning & Analysis – \$400MM Budget

- Responsible for monthly budgeting, closing, and reporting for CEP operations and remediation teams
- Awarded Six Sigma Cash Award from VP CEP for driving cost saving initiatives across the business
- Worked with operations and sales to identify and address risks and opportunities to quarterly sales targets
- Financial Planning & Analysis jobs responsible for global business unit financial roll-ups and reporting

General Electric, Financial Management Intern Program

2000-2001

Erie, PA; Grove City, PA

Summer program provided opportunity to structure and execute on project assignments in 3 months to demonstrate leadership, communication, critical thinking, and financial skills.

- Project 1: Performed Canadian customer financial audit to identify over \$1MM unpaid tax exposure
- Project 2: Drove Diesel Engine 2-day physical inventory, utilizing 500+ people, covering ~\$10MM inventory

EDUCATION

Boston University, Boston, MA

2002

Bachelor of Science in Business Administration (GPA 3.6)

Graduated Magna Cum Laude