



## Marcus Hudson - *Senior Director, BBK Southfield*

Marcus offers BBK clients the benefit of his expertise in corporate finance, valuation, performance improvement, corporate business unit strategy, system dynamic modeling, statistical modeling, statistical problem solving and project management.

He has experience working within the automotive, consumer goods and distribution industries.

### Background

- Automotive
- Consumer Goods
- Distribution & Logistics

### Professional Experience

Marcus' positions at Ford Motor Company included Strategy Manager, Manager of Revenue Management, Controller of Fleet Remarketing Operations and Manager of Strategic Systems and Business Environment Modeling. During his time with Ford Motor Company, he helped the organization achieve \$650 million in aggregate cost savings and revenue enhancements, \$3.5 billion turnaround for US operations and \$250 million turnaround for Canadian operations. Ford Motor Company recognized Marcus with a Top Achiever Rating (which honored the top 5% of the management group) for three years in a row.

At Booz Allen & Hamilton, Marcus helped DaimlerChrysler realize an 80% reduction in back office document processing time and \$75 million in hard savings. During a performance improvement strategy engagement he helped Heinz realize \$250 million in incremental revenue through implementation of a trade promotion tool and related strategy. He helped Pfizer/Warner Lambert with a 30% post integration headcount reduction.

Earlier in his career Marcus was a Senior Auditor at Deloitte & Touche.

### Education and Certifications

- Master of Business Administration/Strategy, Statistics & Finance , University of Michigan
- Bachelor of Arts, Accounting, Michigan State University
- Certified Public Accountant
- Certified Managerial Accountant

### Affiliations and Memberships

- AICPA
- IMA
- AIRA
- ATCP