



Background

- Automotive
- Corporate Finance
- Electronics
- Manufacturing

David Knill - *Managing Director, BBK Southfield*

David is a results-oriented, finance professional with a diverse technical background in global operations and engineering. With his creative, problem-solving approach, strong analytics, and combined financial and operational expertise, David brings value to BBK clients by achieving optimal performance and improving profitability.

Professional Experience

Immediately prior to joining BBK, David was the Chief Financial Officer of Nexteer Automotive (formerly Delphi Steering Systems), where his responsibilities included global finance, planning and IT for this \$2B+ steering and driveline business. Among his recent accomplishments, David drove the enterprise process to define cash enhancement initiatives and structural cost reductions of several hundred million dollars; was an active director of two Chinese majority-owned driveline JV's that achieved record profit margins during his four years of leadership; and championed a cross-functional process to quantify and negotiate commodity recovery from customers with contracts already in place. David also led the divestiture auction process for the entire division as part of the Delphi portfolio reorganization during Chapter 11 bankruptcy which concluded with a successful sale of the business to GM.

Prior to this role, as Finance Director of Delphi Packard Europe/Middle East/Africa in Wuppertal, Germany, David was responsible for all finance activities associated with the \$2.5B automotive electrical/electronic architecture business comprised of legal entities in 18 different countries. He teamed with leadership to successfully book record business and doubled profits in his second year while focusing the organization on Lean implementation, waste elimination, footprint migration and cash flow opportunities.

David's previous positions at Delphi include Director, M&A and Portfolio Strategy, where he led deal support and financial modeling activities associated with M&A activities across all Delphi divisions. He was also Corporate Finance Manager, Latin America, where he was responsible for all Treasury related activities, including coordination of financing and bank relationships and related tax implications, for Delphi's Mexican and South American legal entities.

Prior to Delphi, David held several positions in GM's New York Treasurer's Office in the areas of Business Development, Investor Relations and Overseas Finance and worked in a variety of engineering and operations supervisory roles at GM of Canada's Powertrain facility in Windsor, Ontario.

Education and Certifications

- MBA, University of Western Ontario, Ivey School of Business
- Bachelor of Science, Electrical and Computer Engineering, Kettering University