



### Background

- Automotive
- Banking
- Retail

## James Weinberg - *BBK Southfield*

Jim has more than 20 years of senior-level corporate finance and treasury experience with several large, multi-national companies in automotive, financial services, food processing and retail. His experience includes strategic and business planning, acquisitions and divestitures, capital and expense budgeting, pricing and financial analysis. Jim has extensive experience with the liquidity, capital structure and financing challenges affecting large, distressed organizations. His experience addressing such challenges provides him with a unique perspective on business and financial issues.

Jim manages numerous challenges on behalf of BBK clients. Most of his time is committed to confronting the financial risks and issues faced by OEMs doing business with troubled Tier 1 suppliers.

### Professional Experience

Prior to BBK, Jim was Vice President and Treasurer of Lord & Taylor LLC, a chain of 47 upscale department stores acquired from Federated Department Stores in a leveraged transaction. Jim's key accomplishments included establishment of a standalone treasury function, sale of the private label credit card portfolio, refinancing of the revolving credit facility and restructuring of the acquisition financing.

Jim also served as a Senior Vice President and Director of Pricing Strategies for MBNA America Bank (currently Bank of America Card Services), where he was responsible for development and execution of bankcard pricing initiatives for the \$80 billion US credit card portfolio. Jim also served in other senior-level finance positions at MBNA, including treasury, strategic planning, budgeting and portfolio analysis.

During Jim's tenure as Director of Corporate Development at Campbell Soup Company he managed divestiture of the company's frozen food, condiment, chilled salad dressing and European confectionary businesses.

Jim had more than five years of treasury, corporate finance and divestiture experience in the automotive industry. At General Motors New York Treasurer's Office, Jim spent two years leading the treasury component of General Motor's troubled supplier workout process. In addition, he led the restructuring and divestiture of GM's car rental investments.

Jim began his career as an Audit Supervisor at Coopers & Lybrand (currently Price Waterhouse Coopers).

### Education and Certifications

- Master of Business Administration, Northwestern University
- Bachelor of Business Administration, Boston College
- Certified Public Accountant