

James Duke
Chief Credit Officer



Jim Duke is an experienced corporate treasury director with a background in international finance and banking. He has been extensively involved in Best Practices in manufacturing operations focused on the global Order-to-Cash cycle and has won the Kaizen Award for customer service in Latin American operations from a multinational. He has documented policies and procedures around the revenue cycle for Sarbanes-Oxley purposes and is familiar with the COSO-framework. In addition, Jim is also COPC-certified in Malcolm Baldrige process standards. He has spent most of his career helping clients in the chemical, automotive, telecommunications equipment, and consumer product sectors.

Jim was the Director of Credit and Finance at Brunswick Corporation where he oversaw the risk management of a \$2.0 billion portfolio consisting of assets that were both on and off the books. While in this role, he also was responsible for creating/improving/maintaining over 150 third party finance programs involving term debt structures, factoring and flooring operations, supply agreements, direct loans and sales support guarantees. In addition, Jim also turned around a \$200 million underperforming credit portfolio by developing a coordinated plan to resolve bankruptcies and problem loan workouts. He also managed to reduce the investment in receivables by more than 70% while growing sales volume to historic highs.

Jim Duke is a global finance leader with high-energy and creative approaches to the design, negotiation, and implementation of highly successful financing strategies allowing companies to accelerate sales growth.

Before leading Brunswick's Credit and Finance operations, Jim was the Director of International Finance with ADC Telecommunications where he was responsible for making strategic debt equity investments. The total portfolio consisted of \$350 million of commitments, and achieved \$70 million of sales growth over the first 18 months. Preceding Jim's appointment as Director of International Finance with ADC, he was the Director of Finance for Latin America-Asia Pacific within Case Corporation where he managed the credit risk of a \$6.0 billion portfolio, and successfully supported sales growth of \$400 million through a distribution network of 100 dealers in 70 countries. He also grew interest revenue from \$2.3 million to \$16.0 million while increasing the financial penetration rate of retail sales from >5% to 35%.

Jim earned his BA and MA with honors from the University of Pennsylvania in International Relations, a program of interdisciplinary studies under Wharton that ultimately became the basis for the Lauder Institute for Management and International Studies.

Jim enjoys raising Vizslas, spinning, golf, and is active in local North Shore clubs and charities.

**Find out more about Jim at www.linkedin.com/in/jameshduke
Contact him directly at 847-486-1880 or jduke@elaint.com
www.elaint.com**