



Jennifer Hudson

Partner

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Jenn Hudson has 15 years of Controller and accounting experience in a wide range of industries including construction, manufacturing, retail, agriculture, interior design, photofinishing, professional service providers, and software. She has worked in both small businesses and major corporation settings, and has extensive experience in managing an entire business. Ms. Hudson specializes in preparing strategic plans, cash flow projections, forecasting, budgeting, implementing new programs and products, marketing and analyzing performance, sales tax reporting, VAT reporting, local tax reporting, and managing annual audits required by investors as well as North Carolina Sales Tax Audit and the IRS.

Ms. Hudson started her career in public accounting, specializing in closely held companies and was able to work with multi-state and international businesses. Her experience in public accounting includes audit, financial management and tax. As a Controller, she currently provides monthly profitability and budget variance reports for a growing law firm, as well as preparing annual budgets for all profit centers of the firm.

Ms. Hudson graduated with honors from Benedictine College with a Bachelor's in Accounting and a minor in Business Administration.

Professional Career Highlights:

- Since 2008, Ms. Hudson has been serving as the CFO for Southern Energy Management, where she oversees a three-person accounting department, the company's line of credit, cash flow, and is responsible for all accounting and financial reporting.
- Additionally, Ms. Hudson served as the Interim Controller for Brightdoor Systems Inc, where she managed the development of finance and human resource departments for a true start-up software company and is responsible for all aspects of accounting and financial

reporting including developing an employee handbook, implemented benefit package that included health, dental and life insurance and a 401k program, developed employee review and bonus policies, PTO policies and managed employee PTO balances.

- Ms. Hudson also served as the Interim Controller for Channel Advisor Inc., where she manages a staff of four accountants and was responsible for all aspects of accounting and financial reporting for both the domestic and foreign subsidiaries.
- From 1991-1998, Ms. Hudson served in a variety of financial management leadership positions for Qualex, Inc. the photofinishing subsidiary of the Eastman Kodak Company. With extensive experience in multi-state tax work, she began in the State Tax department with responsibilities for all areas of corporate state income, sales and property tax. Ms. Hudson was quickly promoted into the Planning and Analysis department where she was responsible for preparing strategic plans, analyzing performance of on-going and promotional activity, forecasting, determining profitable contract terms and customer adherence to contract terms, preparing annual budgets and analyzing performance compared to budgets for the company's top national retail accounts.
- While at Qualex, Ms. Hudson developed an Excel program that was used during contract negotiations to determine Qualex's overall profitability while incorporating all contract terms and projected retailer performance using the retailer's specific product mix of over 200 products available.
- After successfully working with the company's sales force of the top retailers in an analytical role, she was promoted to Executive Director of National Sales to manage the photofinishing program for the company's fifth largest retailer, a 4,000 storefront drug chain. In this capacity, Ms. Hudson had full P&L responsibility for this \$55,000,000 business. She led a team of 10 people that developed, implemented and reviewed all aspects of the customer's photofinishing business, successfully meeting internal budgets and the customer's retail expectations.