

Speaker Biographies

Credit Application Fraud: Some of the Signs, Preventive Steps and Remedies for the Savvy Vendor

Brian Jackiw, Partner, Tucker Ellis

Brian Jackiw is a partner with the law firm of Tucker Ellis LLP. Brian is experienced in bankruptcy and commercial litigation, practicing in courts throughout the country. He has represented plaintiffs and defendants in avoidance actions, complex bankruptcy claim disputes, breach of fiduciary duty actions and bankruptcy fraud litigation. Beyond litigation in the bankruptcy courts, Brian has experience in general collection and commercial law litigation. Brian has also spent significant time advocating on behalf of general unsecured creditors through his representation of official committees of unsecured creditors. Before becoming an attorney, Brian served as an Officer in the U.S. Army.

Setting a Timeline for Effective Collections

Marc Davenport, AVP of Customer Experience, Caine & Weiner

Marc Davenport is a seasoned business consultant, serial entrepreneur, and wealth strategist with a remarkable track record spanning five decades. Throughout his career, he has been instrumental in helping businesses enhance their sales, performance, and profits.

Additionally, Mr. Davenport has been actively involved in raising capital for entrepreneurs looking to introduce new services, products, or production methods into the market, facilitating their successful commercialization. In his current role as the AVP of Customer Experience at Caine & Weiner, Marc is dedicated to improving cash flow, reducing daily sales outstanding (DSO), and ultimately increasing the profitability of the businesses the company serves. Moreover, he skillfully manages the Midwest region for our esteemed NACM alliance, which is now celebrating its 30th year of success.

Marc states, "At Caine & Weiner, we believe reducing the frequency and severity of your past-due receivables and write-offs is as important as finding new customers."

The Power and Value of Emerging AI Technologies in Credit and Collections

Jason Murante, Business Development Manager, Esker

Jason Murante is an O2C thought leader currently employed at Esker in Business Development. Jason began his start in the O2C space in 2009 with the first Cash App automation vendor in the world, Open Scan Technologies (acquired by Billtrust in 2013). Jason has also held leadership roles at FIS (GetPaid) and Rimilia (acquired by Blackline) and consulted for two AR automation start-ups to help drive AR technology innovation. Identifying and helping to drive out costs for enterprise organizations has been Jason's passion for 16 years. As such, he thoroughly enjoys speaking engagements with finance leaders looking for a credible and non-biased perspective.

Roundtable - Multitasking in the Credit Department

Frank Schetski, Regional Manager, NACM Connect

Frank Schetski joined NACM in March 2008 as the Membership Consultant for Wisconsin and Nebraska. Prior to that, he has more than 20 years of experience in sales and marketing including 11 years as Strategic Accounts Coordinator for Decolink in Brookfield, WI, servicing the nursing home and assisted living industries. Frank holds a B.A. in Journalism from Marquette University in Milwaukee.