

## Speaker Biographies

### ***Basic Life Skills for a Successful Career***

#### **Ann Marie Brewer, CCRA, Credit Manager, Environmental Science US**

Brewer has held various roles in A/R, Credit, Cash Applications, and A/P for over 25 years across multiple industries, including agriculture, industrial lubrications, pharmaceutical, performance films, automotive fasteners, crop and environmental sciences. She holds a Bachelors degree in Organizational Development and Leadership from the University of Wisconsin – Oshkosh, and a Masters in Leadership and Human Resource Development from Louisiana State University in addition to her CCRA designation from NACM. Her current position is the NA Regional Credit and A/R Manager and the Global Process Owner of Cash Applications and Policies and Procedures.

#### **Quincy Edwards, MiTek**

Quincy is Manager, Credit and Collections with MiTek, Inc. He has been with MiTek almost a year. Quincy has over 25 years of Credit & Collections Experience, with 20+ being in a management capacity.

#### **Leslie Harrison, SHRM, CGA, NACM Connect**

Leslie Harrison, SPHR, is the Vice President of Membership and Human Resources at NACM Connect. She came to the Association 19 years ago to assume responsibility as Manager of Midwest Business Staffing. Her career since then has taken off in several different directions. In 2006, Leslie was given the additional responsibility to oversee membership sales for Illinois and now oversees a team of membership consultants in 17 regions. In 2011, she also assumed full Human Resource responsibility, including internal recruiting, hiring, onboarding, and terminations. In 2014, Leslie obtained her senior designation through HRCI and

in 2017, her SHRM-SCP from the Society for Human Resource Management.

Prior to starting at NACM Connect, she worked at AccountResource, a staffing agency specializing in accounting and finance placements. She managed two branch offices, opened 3 additional branch offices, including one in Michigan, and pioneered a new division for them specializing in the banking industry

#### **Brent Heizelman, Consumers Oil**

After 16 years of managing the credit department at Mid Kansas Coop in Moundridge Kansas, Brent took on the challenge of setting up the credit department of a small coop in Missouri. He has been employed as the Credit Manager for Consumer's Oil and Supply Coop in Braymer, Missouri, and started his stint there in August of 2024 working remotely.

Prior to his jobs as credit manager for MKC and Consumer's Oil and Supply, Brent was involved in the banking industry and Farm Credit, working with Consumer, Commercial, Real Estate and Ag Lending. After his banking gig was up, he wanted to try something different and went into Credit Management. He was assistant credit manager with Great Plains Manufacturing for about 6 years to begin that transition.

Brent has served two terms on the NACM Connect Board serving as Treasurer, Vice Chair and is currently the Board Chairman. He is also involved with NACM Gateway, serving on their education committee and in the past, was on the NACM Gateway Advisory Board, serving as Board Chair.

"I have so enjoyed giving back to an organization that

has given me so much in the way of education and networking. Through NACM, I have developed good friendships that will last even after I retire. I will dearly miss my friends at NACM as I head on to my retirement in a couple of years.”

### ***Setting a Timeline for Effective Collections***

#### **Joe Batie, President & Chief Commercial Officer, Caine & Weiner**

With 33 years of ARM experience, most of which has been on the executive level, Joe is very familiar with the executive management requirements of a successful enterprise, which include strategic planning, business process design, re-engineering and automation, performance management, accounts receivable outsourcing, talent assessment, sales team development and more.

As Caine & Weiner’s Chief Commercial Officer, Joe oversees the company’s Strategic Sales & Marketing initiatives, Client Service Department, as well as being a contributor to Operations oversight.

Prior to his appointment to his present position, he was with two leading ARM enterprises as CEO and Director of Operations, Commercial Services, respectively.

### ***Guarding Against Deception***

#### **Curtis Litchfield, CCE, Purina Land O’ Lakes**

For most of Curtis’ 30-year career with Purina Mills and Land O’Lakes, he has held various roles in Customer Financial Services. Within Customer Financial Services, his roles involved managing a centralized and decentralized credit department where his team handles all functions of the credit department including approving new customers, collecting past due balances, and working closely with business partners, sales and marketing. In

addition to managing credit, Curtis also manages the cash application team and invoicing and document delivery process. Prior to joining Customer Financial Services, Curtis spent 10 years of his career in sales and business development where he prepared and presented financial and business analyses and assisted customers in developing business strategies. Curtis attended the NACM Graduate School of Credit and Financial Management where he obtained his CCE designation. For the last 8 years, he has been an instructor for NACM Connect in St. Louis. Curtis received the Credit Excellence Award in 2017.

#### **Staci Cima, CCE, Springfield Electric Supply Company**

Staci Cima is the Director of Credit for Echo Electric and is now on her fourth department transformation. She has over 25 years of experience in public accounting, finance management and Order-to-Cash management. She is a frequent speaker and panelist with emphasis on process improvement, change management and technology.

Echo Electric, a Sonepar company, is an electrical distributor formed by the merger of five successful Midwest distributors—Springfield Electric, Richards Electric, Holt Electrical, Pepco, and Echo Electric Supply.

Staci has been a member or vendor of NACM Connect for 15 years, participating in various committees and sitting on the Connect governing board. She earned her CCE certification and has been selected as Connect member of the year.

#### **Jason Ottenad, CBA, Ferguson Enterprises**

Jason Ottenad is a graduate of Rockhurst University with a Bachelor’s Degree in Finance/Accounting. He was hired out of college as a Financial Trainee with Graybar Electric in St. Louis. Within 7 months, he was transferred to Graybar’s Memphis, TN branch, handling accounts receivable. While in Memphis, he joined the NACM chapter. In 2006, Jason moved back to St. Louis to take the position of Credit Manager with Ferguson

Enterprises, Inc. He continues to serve in that position, through or by collecting accounts receivable, handling liens and bonds, and overseeing taxes. He has been a member of the Gateway Chapter since moving back and is a former chairperson of his industry credit group.

and a Ph.D. in Political Economics from the University of Kansas. He has been on the faculty of universities in the US, Hungary, Estonia, Russia, Singapore and Taiwan.

### **Economic Update**

#### **Chris Kuehl, Economist, Armada Corporate Intelligence**

Chris Kuehl is the co-founder (with Keith Prather) and Managing Director of Armada Corporate Intelligence, a company created in 1999 to provide strategy foundation, competitive intelligence, business analysis and economic forecasting for corporate clients. Armada's clients include YRC Worldwide, TranSystems, Spencer Fane Britt and Browne, KPMG, Hallmark International, Weitz Industrial among others.

Chris is the editor and primary writer for several publications: Business Intelligence Briefs, Strategic Intelligence Briefs and Fabrinomics.

Chris is the Chief Economist for the Fabricators and Manufacturers Association. This includes writing Fabrinomics and serving as a keynote speaker for their conferences and meetings through the years.

He is a renowned speaker who has spoken for 25 years to over 300 organizations domestically and internationally. Chris is a frequent commentator for the media – locally and nationally. He is a regular economic/business analyst for KMBZ radio, KSHB-TV (local NBC affiliate), and has been extensively quoted in national newspapers, magazines and trade publications.

He holds a Master's Degree in Soviet and East European Studies, a Masters in East Asian Studies,