



# Strategic Credit Leadership: Claiming Your Seat with the C Suite

Caroline Perkins – Mickey Thompson Tires

Erica White – Ferguson

Brittany Acone – Seaboard International

Why This Conversation Matters  
and Why This Matters to YOU

What Does a “Seat at the Strategic Table” Mean  
and What It Means to YOU

# Why Credit Managers Are Uniquely Positioned

# Perspective from a Newer Credit Manager

# Practical Actions From a Newer Credit Manager

# Building Credibility Early

# Perspective from Seasoned Credit Managers

# How Seasoned Credit Managers Maintain a Seat

How Does a Seasoned Credit Manager's  
Role at the Table Evolve?

# What Executives Expect from Credit Leaders

Universal Advice –  
No Matter Your Career Stage

# Final Takeaways and Panel Q&A