

Jian James Zhou

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As an executive who's navigated the United States, China's, and global capital markets, I've led finance staff across the technology, automotive, and industrials space at the public, private, and PE-sponsored levels. I've consistently delivered superior operating performance by building cohesive teams that are well integrated with other leadership silos, and spurn innovative change management by combining my deep financial, strategic, and operating expertise. These experiences, combined with my continual engagement with geopolitical and economic phenomena, have enabled me to be an accurate diagnostician and a prescient prognosticator.

EVP & CFO @ Joyson Safety Systems

Auburn Hills, MI (2020 – Present)

Lead approx. \$6 billion global tier-1 automotive supplier's finance team; majority owned by PAG Capital (Hong Kong-based intl private equity firm) and the Joyson Group (Ningbo, China- based manufacturing conglomerate).

Lead company's financial organization, including accounting & reporting, FP&A, treasury, tax, ERP systems, and enterprise risk management

Operationalized working capital management, leading to \$100mm+ cash savings

Strengthened company's liquidity despite COVID-19 through effective liquidity management, designing covenant waiver negotiations and refinanced \$1 billion term loan

Facilitate cross-cultural communication between global key executives, PE shareholders, board members, et al.

Developed newly formed project cost analysis program, disciplining inventory intake to improve EBIT

Introduced SAP and Kyriba treasury management systems to streamline financial reporting

Rebuilt and upgraded finance team to lead preparation for IPO filing

VP & Asia CFO @ Tesla Motors

Beijing, China (2018-2019)

Led Tesla's Asia-based executive team to secure funding for Tesla's first non-US Gigafactory

Liaised with Shanghai's municipal government and finance leaders to secure multi-billion financial incentives and subsidies; signing MOUs for Tesla to establish China's first solely foreign owned automotive venture

Initiated and organized meetings between Tesla global CFO and Elon Musk to facilitate Tesla's entry into China

Collaborated with local and foreign banks to meet Tesla Gigafactory's capital expenditure requirements

Led partnership initiatives with local governments to secure multi-billion financial incentives, including: attractive land purchase price, VAT refunds, and cash support on capital investments

Drove the growth of Tesla's super-charging stations and retail stores across Asia

Built the Shanghai Gigafactory finance team from the ground up: setting up budget and cost tracking system, monitoring and approving all significant operating expenses

Established Tesla Financial Leading (China) Co., Ltd., and presided as Chairman of the Board

VP & Asia Pacific & India CFO @ Ingersoll Rand

Shanghai, China (2014-2018)

Led \$1.6 billion APAC business's unit and finance team of 126 professionals, reporting to Global CFO and Asia President.

- Established, and upgraded finance team to maintain strong financial controls across 15 APAC countries
- Established Ingersoll Rand's trading hub in Singapore to receive preferential tax benefits, achieving significant savings to overall company
- Upgraded finance organization's credibility and efficiency by re-designing short and long-term financial planning processes, enabling timely monthly closing and reporting

Multiple Leadership Roles @ General Electric

CFO @ General Electric Industrial Solutions, Asia

Shanghai, China (2012-2014)

Led \$750mm GE Industrial Solutions finance organization across APAC, SEA, and Australia/New Zealand.

- Led external relationships with tax authorities, banks, and independent auditors to further adherence with relevant statutory reporting
- Directed financial planning activities to 1) evaluate market attractiveness and 2) reevaluate business alignment to improve margins
- Established initiatives to maximize cash flow from operations via factoring initiatives, and stronger management of inventory, receivables, and payables
- Led the implementation of SAP across APAC, leading to accurate cost tracking that saved \$9mm over six months

CFO @ General Electric Energy, China

Beijing, China (2008-2012)

Led \$2.6 billion GE Energy's finance team across China

- Led finance operations by spearheading M&A and JV initiatives; reviewing and approving deals to improve accounting operations and controllership, financial planning, working capital improvement execution
- Led GE Energy's JV with State Grid and Harbin Electric Company to expand GE's China footprint
- Developed finance team from ground-up to support 19% CAGR growth rate
- Implemented Six Sigma and digitization initiatives to elevate China's ERP Financial Reporting System to global standards, enabling timely and accurate reporting

Finance Manager @ GE Energy, West Region

Ontario, CA (2005-2008)

Equiv. to regional CFO Role, leading financial aspects for GE Energy's American West region by managing customer credit risks, analyzing segment profitability, and developing growth strategies.

- Managed sales opportunities and orders through pipeline reporting of approx. \$3.6 billion for region via P&L and individual salespersons
- Led monthly operations review process, regional estimates, and data packages
- Provided active deal support and credit risk management to guide order recognition policies

Multiple Leadership Roles @ General Motors

Finance Manager @ Controller's Staff

Detroit, MI (2003-2005)

Led team of 18 analysts to centralize project accounting and capitalization activities for 58 US based vehicle manufacturing, power train, and metal fabrication plants

Centralized the distributed capitalization activities to the headquarters function

Streamlined aforementioned capitalization processes by developing common asset templates and establishing strong relations with local plant controllers

Developed business cases to lead contract negotiations with Affiliated Computer Services to establish financial shared services with centers in APAC and Latin America, resulting in ~\$18mm savings

Finance Manager @ Information Systems and Services

Detroit, MI (2001-2003)

Developed \$120mm IT budget and benchmarked financial performance for five business units

Forecasted IT project spend, tracking actual v budget performance, consolidated monthly reports, and analyzed J-1 and 1240 performance variance

Reviewed project appropriation requests, provided ROI analysis, and coordinated approval processes shared services with centers in APAC and Latin America, resulting in ~\$18mm savings

Sr. Financial Analyst @ Treasurer's Office

New York, NY (2000-2001)

Developed \$10 billion annual capital plan and quarterly dividend to rationalizing both policies

Initiated \$1.2 billion off-balance sheet finance activities

Negotiated and monitored payable deferral program with General Electric Capital, increasing GM's cash balance by \$70mm

Analyzed downturn cash flow scenarios and communicated key financials to Standard and Poor's, Moody's, and Fitch

Lead Business Analyst, Product Project @ GM Electric Vehicle

Troy, MI (1999-2000)

Brand Financial Analyst, Pricing & Incentives @ Chevrolet Division

Detroit MI (1997-1999)

Corporate Auditor @ GM Audit Staff

Detroit, MI (1996-1997)

Board Experience

Director of Joyson Safety Systems, USA (2020-Present)

Director of Tesla Finance and Leasing Company (2018-2019)

Director of Ingersoll Rand China Investment Corporation (2014-2018)

Director of Wuhan Monitoring and Diagnostics Company (2011-2014)

Chairman and Legal Rep of GE Xinhua Controls (2008-2009)

Education

Yale University, M.B.A. (New Haven, Connecticut, 1994-1996)

Beijing Union University, B.A. (Beijing, China, 1987-1990)