

# Josh Russell

Director Marketing Services at John Deere Financial

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## Experience

### **Director Marketing Services at John Deere Financial**

January 2017 - Present (1 month)

In this position, I am responsible for leading the marketing services organization. The marketing services organization is comprised of approximately 30 team members providing pricing, marketing communications and content delivery, and sales and channel training for all markets in the U.S. and Canada.

### **Manager, Market Pricing at John Deere Financial**

April 2016 - December 2016 (9 months)

In this position, I was responsible for US and Canadian pricing. The responsibilities include developing, recommending and implementing pricing strategies, policies and process improvements to ensure prices are market competitive and achieve targeted returns, equipment sales and finance unit market share objectives.

### **Manager, Financial Reporting & Treasury Accounting at John Deere Financial**

September 2015 - March 2016 (7 months)

In this position, I was responsible for managing technical accounting, asset-backed securitization and debt accounting, consolidations and financial reporting, including John Deere Capital Corporation's external 10-K and 10-Q reporting and regulatory reporting to the OCC and Federal Reserve. This role also included significant responsibilities around strategic planning, including participation on the working team for the development of John Deere Financial's strategic plan.

### **Strategic Project Manager at John Deere Financial**

May 2015 - August 2015 (4 months)

In this position, I was responsible for the oversight, planning and execution of a strategic initiative to combine the accounting departments of two countries into a centralized department.

### **Wholesale Credit Manager at John Deere Financial**

June 2014 - April 2015 (11 months)

In this position, I was responsible for the credit analysis and underwriting of all U.S. John Deere construction and forestry dealerships and a small portfolio of complex U.S. John Deere agriculture and turf dealerships.

### **Wholesale Account Credit Manager at John Deere Financial**

August 2013 - June 2014 (11 months)

In this position, I was responsible for managing the credit relationship with ~50 large John Deere agricultural dealerships in the western United States.

## **Manager, Consolidations, Reporting and Treasury Accounting at John Deere Financial**

December 2011 - July 2013 (1 year 8 months)

In this position, I was responsible for managing technical accounting, asset-backed securitization and debt accounting, consolidations and financial reporting, including John Deere Capital Corporation's external 10-K and 10-Q reporting and Thrift reporting. This role also included significant responsibilities around the implementation of Dodd-Frank rules, including regulatory reporting, new derivative regulations, Basel III, and stress testing.

## **Manager of Technical Accounting - Treasury at John Deere**

December 2009 - December 2011 (2 years 1 month)

This position was a new position that was established to work with the Treasury, Corporate Accounting and JD Financial Accounting groups to interpret and apply accounting standards as they relate to the funding activities of the Company and financial instruments in general. Specific areas of technical accounting included: financial instruments, derivatives, hedge accounting, and securitizations, as well as the expanded related financial statement disclosures. On 01 Nov 2010, this position was expanded to include management of the Interest Rate Derivatives team. The IRD team is responsible for the execution, accounting and reporting for interest rate derivatives and for the administration of payments related to interest rate derivatives and public debt. As I held this role coming out of the credit crisis, a big part of the role was focused on credit risk management and preparation for Dodd-Frank regulation.

## **Audit Manager at Deloitte & Touche**

January 2004 - November 2009 (5 years 11 months)

At the end of my tenure at Deloitte & Touche, I was the manager of the audits of Terra Industries, Berkshire Hathaway, and all middle market private companies with agricultural ties. My specialties included the agricultural-related industries and accounting and reporting for financial instruments, including derivatives and hedging activities. During my six-year career at Deloitte & Touche, I was given the top rating in my peer group every single year. Due to my reputation as a team developer and as a leader who understood the big picture, I was routinely entrusted with the leadership of complex or troubled audits in order to improve team morale, improve client relationships, and/or increase the profitability of the audit.

## **Staff Accountant at Lengemann & Associates**

2002 - 2003 (1 year)

## **Staff Accountant at HSMC Orizon LLC**

2001 - 2002 (1 year)

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## **Publications**

### **Peer review effectiveness: An analysis of potential loopholes within the USA Peer Review Program**

Managerial Auditing Journal January 2006

Authors: Josh Russell, Jack Armitage

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## Skills & Expertise

**Accounting**

**Financial Reporting**

**Auditing**

**Financial Analysis**

**Financial Accounting**

**US GAAP**

**Sarbanes-Oxley Act**

**Internal Controls**

**Treasury**

**Credit Risk**

**Internal Audit**

**CPA**

**IFRS**

**GAAP**

**Financial Statements**

**Credit**

**External Audit**

**SEC Filings**

**Derivatives**

**General Ledger**

**Variance Analysis**

**Cash Management**

**Cost Accounting**

**Accounting Research**

**Enterprise Risk Management**

**Financial Audits**

**Sarbanes-Oxley**

**Technical Accounting**

**Interest Rate Derivatives**

**Regulatory Reporting**

**Dodd-Frank**

**Hedge Accounting**

**Asset-backed Securitization**

**Dealer Relationships**

**Commercial Lending**

**Underwriting**

**Strategic Planning**

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## Certifications

**Certified Public Accountant (Inactive)**

Nebraska, Iowa

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## Education

### **University of Nebraska at Omaha**

M.A., Accounting, 2001 - 2003

Activities and Societies: Outstanding Graduate Student in Accounting (given annually to the top graduate accounting student as selected by professors)

### **Northwestern College**

B.A., Accounting, 1997 - 2001

Activities and Societies: Outstanding Accounting Student (given annually to the top accounting student as selected by professors)

### **Lexington High School**

1997

Activities and Societies: Valedictorian

### **Geneva High School**

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## Organizations

### **YMCA of Greater Des Moines**

Member of the Board of Directors and Finance Committee

November 2013 to Present

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[Contact Josh on LinkedIn](#)