



Jill D. Jacobson

CAREER SUMMARY

Accomplished and seasoned C-Suite executive and board member with significant experience at large multinational corporations in the consumer goods and automotive industries. Skilled at integrating business expertise, innovative strategies, and common sense to further commercial objectives. Strong relationship builder and team player. Applies a pragmatic, problem-solving approach to a broad spectrum of domestic and international business issues, including market expansion, corporate turnarounds, product safety, and M&A.

AREAS OF EXPERTISE

Strategy Development • M&A • Government Relations • Sustainability/ESG • Organizational and Regulatory Compliance • Risk Management • Corporate Governance • Crisis Management • Process and Policy Development • Privacy and Data Security

PROFESSIONAL EXPERIENCE

ELECTROLUX NORTH AMERICA, INC. - Charlotte, NC *North American subsidiary of one of the world's largest consumer appliance manufacturers with \$4.5B in annual sales*

VP, General Counsel, and Corporate Secretary, North America

Report directly to CEO and President. Staff of 15

2020 – present

- **Corporate Transactions:** Lead efforts to identify and divest idle assets, including intellectual property, land and closed factories; generated USD +75M to date, with additional USD +125M in pipeline. Advised on and assisted with execution of pension annuitization, unlocking USD +100M in previously unavailable pension assets.
- **Government Relations:** Head of Government Relations and Chair of corporate Political Action Committee. Responsible for directing outreach and relationships with federal, state, and local officials. Ensure strong relationships with relevant government agencies and industry associations and develop tactical plans for interaction.
- **Sustainability/ESG:** Develop and implement environmental remediation strategies for legacy properties. Created and currently sponsor corporate DEI employee resource group.
- **Compliance:** Chair of corporate Compliance Committee. Engage in strategic planning to develop company policies, procedures and training programs to promote compliance. Responsible for risk management assessments aimed at mitigating risk of fraud, conflicts-of-interests, discrimination, harassment, and retaliation. Manage corporate ethics hotline and oversee investigations of alleged violations.
- **Risk Management:** Identify and mitigate corporate risk through ERM program and other sources. Board member for captive insurance company directing strategy for premiums, accruals, and investments. Oversee corporate-wide product liability, commercial, employment, and intellectual property litigation with over \$9M in external spend.

HUSQVARNA PROFESSIONAL PRODUCTS, INC. - Charlotte, NC *North American subsidiary of one of the world's largest consumer appliance manufacturers with \$4.5B in annual sales*

VP and General Counsel, Americas

2016 – 2020

Sr. Corporate Counsel

2014 – 2016

Global Litigation Counsel

2011 – 2014

- **Corporate Transactions:** Led M&A efforts in North America and Latin America. Acquired 40% share of start-up robotic mower company and represented Husqvarna's interests on company board, advising on all aspects of the business, including legal, operations, sales, and marketing. Divested transmission and walk-behind mower operations.

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- **International Leadership:** Responsible for legal in South America. Led and grew team of legal professionals. Oversaw handling of significant tax litigation in Brazil. Met with country officers in Brazil, Peru, Columbia, and Ecuador to discuss strategic issues such as sales growth, channel strategies, and product development.
- **Turnaround:** Integral part of management team that executed a successful regional turnaround, growing EBIT from -200MSEK in 2018 to +243MSEK in 2019.
- **Risk Management:** With CFO and VP Sales, closely managed sales to failing major retailer, via contractual terms that maximized returns while minimizing losses, resulting in near zero loss when customer declared bankruptcy. Obtained a multi-million dollar recovery in a commercial matter involving vendor fraud through development and implementation of multi-pronged strategy involving an involuntary bankruptcy and skillful management of insurance claim.
- **Process and Policy Development:** Developed and implemented an inventory consignment program, improving cash flow by reducing inventory, while ensuring sufficient supply to accommodate production demands. With VP Sales, developed go-to-market strategy to bring robotic mowers to mass market.

Bowman and Brooke LLP, Richmond, VA | *Partner*, 2007-2011, *Associate*, 2000 - 2002

Moran Kiker Brown, PC, Richmond, VA | *Shareholder*, 2002-2007

Murphy Beers, PC, Emeryville, CA | *Associate*, 1998 – 2000, 1995 - 1996

Gardere Wynne LLP, Houston, TX | *Associate*, 1997-1998

Beirne Maynard & Parsons, Houston, TX | *Associate*, 1996-1997

Crosby, Heafey, Roach & May, Oakland, CA | *Associate*, 1993-1995

BOARD EXPERIENCE

DAVIDSON GREEN SCHOOL – Charlotte, NC, *innovative non-profit school providing a hands-on, student-driven, educational experience rooted in problem-based learning and focused on sustainability.*

Chairman of the Board

2013 – present

MOWBOT – Raleigh, NC, *startup franchisor of subscription-based “green” lawn care services featuring robotic mowers and battery-powered landscaping equipment.*

Member, Board of Directors

2019 – 2020

EDUCATION

University of Virginia School of Law • Articles Editor, Journal of Social Policy & the Law

San Jose State University (*BS Business Administration*) • Top Scholar-Athlete • Team Captain

Harvard University – Finance Certification

PROFESSIONAL ASSOCIATIONS AND COMMUNITY INVOLVEMENT

Licensed to practice in California (inactive), Virginia, and North Carolina

Association of Corporate Counsel – Past Director, Charlotte Chapter