



**Debra Gerstenfeld**  
Consultant

**“I like this quote from John Quincy Adams, ‘If your actions inspire others to dream more, learn more, do more and become more, you are a leader.’”**

– Debra Gerstenfeld, Consultant, TRI Corporation

### Leadership/Industry Expertise

Debra Gerstenfeld, a consultant with TRI Corporation, has led the analysis and compilation of data for GE Capital's quarterly and annual financial statements. Deb also has significant finance experience in forecasting, variance analysis, DCF modeling on new business investments and expense analysis. While at GE Capital, Deb completed extensive training to become a Quality Master Black Belt. She coordinated and coached all Six Sigma projects for both GE Capital's Corporate Financial Planning and Analysis and Office of the Comptroller organizations.

### Bio

Deb spent 11 and a half years, the majority of her career, with General Electric (GE). During that time, she was promoted to several positions of increasing responsibility within the Finance and Quality functions at GE Corporate Headquarters in Fairfield, CT and GE Capital Services in Stamford, CT. At GE Corporate, Deb held the position of Program Manager for the Financial Management Program (FMP). She coordinated all policies and curriculum initiatives for GE's training program worldwide and led the redesign of two core FMP courses. These innovative programs included the launch of CD-ROM technology and distance learning.

### Positions Held

- Faculty member at GE's Management Development Institute, Crotonville (current)
- Since leaving GE in 2000, Deb has served as consultant to GE's Financial Management Program. She has redesigned course curriculum and coordinated campus recruiting activities.

### Accomplishments & Awards

- Deb's finance experience and contributions at GE led to her promotion as Manager of Financial Planning and Analysis within the Equity Capital Group, a newly formed GE Capital business unit. In this role, Deb oversaw the development of a new ledger system, established financial procedures for the new business and was responsible for its day-to-day finance and accounting activities.

### Education

- Graduate of GE's renowned Financial Management Program (FMP), a rigorous two-year training curriculum including six-month business assignments and advanced finance, accounting and business strategy course work
- Bachelor of Arts in Economics, *summa cum laude*, Fairfield University

### Personal

Deb is married, has two children and lives in Fairfield, Connecticut.