



Sue Savage
Chief Financial Officer

Biography:

As Chief Financial Officer (CFO), Sue Savage drives all aspects of Blue Yonder's finance operations including financial strategy, planning and analysis, accounting, tax, treasury, and investor relations. Sue and her team partner with every area of the business as Blue Yonder helps customers with their digital transformations. Sue believes in a culture of collaboration, innovation and operational excellence for Blue Yonder's global finance and accounting teams.

Sue joined Blue Yonder after 17 years at Fortune 500 technology pioneer Autodesk, a multi-national software corporation where she was a key player in the company's business transformation from perpetual license to a subscription-based model. She held a variety of financial management and investor relations roles and since 2012, as Vice President of Finance, was responsible for financial planning, forecasting, reporting and analysis for the company's worldwide field operations. She also led the finance efforts to redesign sales compensation and partner incentive plans to successfully drive Autodesk's business model transformation.

An avid reader, Sue aspires to one day read 50 books per year. Her hobbies include trying to tire out her chocolate Lab by hiking or other outdoor activities and almost any kind of live music.

Education:

- University of Texas at Austin, Bachelor of Business Administration, Accounting

Board Service:

- Colten Cowell Foundation

Accomplishments at Blue Yonder:

- Led company through COVID-19 and continued SaaS pivot:

120% SaaS net revenue retention rate

70% YoY increase in SaaS revenue

54% YoY increase in SaaS annual recurring revenue

- [Closed senior secured notes offering](#)
- [Directed Panasonic equity investment in Blue Yonder](#)
- [Guided acquisition of Yantriks, a SaaS provider of commerce and fulfillment microservices](#)
- Rolled out Geoffrey Moore's Zone-to-Win approach to strategic planning
- Championed Finance transformation and successfully implemented robotic process automation (RPA) across Accounts Payable globally

Sue in the News:

- Forbes: [Why Data, Software And AI Are Key To Growth: A Q&A With Blue Yonder's CFO](#)