

COFFIN & ASSOCIATES

268 Forest Avenue, Suite 200, Elmhurst, IL 60126
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Phil@CoffinOnline.com

Philip J. Coffin
President

***Vice President – Food & Consumer
Investment Banking - Corporate Finance
Leveraged Finance – Chicago, IL
Major Financial Services Firm***

CLIENT OVERVIEW

Our client is a leveraged finance and corporate lending unit within the investment banking arm of a worldwide financial services entity. It finances companies in conjunction with other capital markets components in transactions with companies generating a minimum EBITDA of \$50MM. It is organized along 10 industry sectors.

OPPORTUNITY

The Vice President is a key player on deal teams, collaborating and generating corporate finance solutions to current and prospective clients within the food, agribusiness, consumer products and services arena. As a sector and deal structuring expert, the VP will actively manage business development opportunities and oversee ongoing monitoring of client portfolio performance to maximize penetration and return. This professional achieves various partnering efforts, including management of the team and client initiatives, to ensure successful deal execution.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Transaction Development, Processing & Execution

- Collaborate with coverage relationship partner to generate ideas, identify client solutions, pursue sector marketing efforts, cover clients, and deliver timely solutions.
- Actively manage client solution opportunities within sector portfolios.
- Operate as key member of the deal team and lead preparation of lending proposals and pitches to prospective clients with efforts to maximize sector penetration and returns.
- Institute cross-selling initiatives to increase ranking with client.
- Provide deal structuring expertise.
- Negotiate transactions with clients.
- Maintain awareness of all firm products and services offered and facilitate means of receiving continuous updates.

Client Performance Management

- Oversee documentation and ongoing monitoring of asset and client performance.
- Actively manage portfolio to maximize return and credit quality.
- Prepare/oversee preparation of concise, well reasoned credit correspondence.
- Obtain credit concurrence and coordinate pricing approval as client advocate.

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Sales Support and Partnerships

- Maintain key ongoing contact with lending clients and sector relationship managers.
- Work with specialists as needed to support successful syndication and sales.

Management of Team and Team Workflow

- Effectively manage work flow of team by aligning tasks with departmental goals and objectives.
- Lead team to success by capturing opportunities for ongoing mentoring, coaching, and career development of analysts and associates.

REQUISITE EXPERIENCE AND SKILLS

Knowledge and Experience

- Food, agribusiness and/or consumer products sector finance experience. Categories within this sector include Agribusiness & Protein, Diversified Food, Distribution & Retail, and Consumer Products, Goods and Services.
- Minimum 6-10 years of leveraged finance or corporate lending experience with larger middle market to large corporate borrowers.
- Prior experience of having been a meaningful deal team player.
- Sound credit skills. Formal credit training preferred.
- Minimum 6-10 years of relevant experience in negotiating and structuring financial transactions, inclusive of leveraged finance transactions.
- Experience in originating new deal flow is a plus.

Skills

- Excellent abilities in business development and cross-selling success.
- Highly developed written and oral communication skills, including the ability to write clear, concise and cogent credit correspondence.
- Exceptional analytical skills and critical thinking skills.
- Expertise in financial computer applications and database management tools including MS Excel. Strong proficiency in other Microsoft Office products and the Internet.
- Strong interpersonal skills used within a team environment and in client interaction with emphasis on excelling in relationship building.
- Ability to advocate persuasively, work under limited supervision and learn and adapt quickly.
- Excellent capability to independently and proactively service multiple clients and effectively manage multiple priorities.
- Proven abilities in managerial and leadership skills.

Referrals or interested candidates – Please contact Phil Coffin – (630) 834-4268; phil@coffinonline.com.