

Opportunity Profile

Business Development Officer – Special Situations Asset Based Lending

Non-Bank Specialty Lending Firm

Southwest Region – Preferably Dallas or Houston, TX Location

Company Description

Well capitalized specialty finance company provides corporate finance solutions that support transitioning middle market companies by providing maximum liquidity and growth capital. It has the expertise to structure and quickly execute unique financial solutions that maximize liquidity. The customize financings, which include flexible term-only loan structures are not provided by traditional lenders.

The firm focuses on middle market transaction sizes in the \$5 million to \$100 million range. Financing structures include first lien term loans, delayed draw term loans, revolving structures, stretch asset financings, bifurcated structures and alternative structures. The firm distinguishes itself in part by evaluating a customers' full range of assets in order to maximize liquidity and financing availability.

Job Description

- Grow regional presence in the Southwest Region, including Texas, adjacent states, and broader additional states further northward and eastward from Texas.
- Originate and structure new transactions for acquisition financings, restructurings and rescue capital, refinancings and recapitalizations, bank replacement financings and growth capital.
- Work with ABL lenders, investment banking, turnaround consulting and other strategic partners and referral sources to generate and support deal generation and transaction execution.
- Execute initial deal screening, structuring and negotiating, supported by a full and dedicated new business underwriting team.

Desired Skills & Experience

- Proven new business origination of middle market, agent/sole lender secured loans with a minimum deal size of \$5 million in fundings. Preference for a professional from the asset based lending side.
- Must have a minimum of five years' experience in asset based lending or related area of secured lending, plus a minimum of 10 years overall secured, senior loan, middle market, corporate lending experience.
- Strong foundation in credit analysis, deal structuring, legal documentation and loan closing experience.
- Oriented toward a deal driven environment.
- Active Southwest Region referral source and deal contacts in the middle market turnaround / distressed and acquisition finance arenas, including asset based lenders, boutique investment banking (capital advisory) firms, and turnaround specialists.

Interested and Qualified Candidates, or Referrals, please email: Phil Coffin, Phil@CoffinOnline.com