

Opportunity Profile

**ASSITANT VICE PRESIDENT – CREDIT
ASSET BASED LENDING
Private Debt Fund Firm (Non-Bank)
Chicago, IL**

Company Overview

Our client is an emerging asset based lending and debt fund firm with substantial institutional capital committed to growing and expanding its national ABL platform. It focuses on middle market asset based loans in the \$10 million to \$100 million deal size range. Deal situations include turnarounds and restructures, bankruptcy reorganizations (debtor-in-possession financings), leveraged buyouts, recapitalizations, highly seasonal and high growth situations. It is a generalist lender financing manufacturers, distributors and service providers. Additionally, it has sector vertical expertise in areas such as retail finance and bankruptcy debtor-in-possession/DIP financings.

Position Overview

The firm is adding to its headquarters team an Assistant Vice President - Credit. The role offers excellent opportunities for advancement with increasing levels of responsibility given the growth of the firm, being in the headquarters location, and having a credit box and credit profile target that correlates to the emerging recessionary macroeconomic environment. Another attractive factor is working for a non-bank that doesn't have the regulatory and compliance constraints of bank-owned ABL groups. That translates into more creative and flexible transaction structuring capabilities, and not having as much time consumed with non-valued added compliance work.

Responsibilities

Involved in all aspects of account relationship management and monitoring of borrower credit risk profiles, performances and trends. This includes credit / financial analysis, financial modeling, and collateral analysis.

- Work with senior credit officers in managing agented and sole lender asset based credit facilities ranging from \$10 million to \$100 million.
- *Credit / Financial Analysis and Modeling*: Evaluate and validate historical trends; do a deep dive into drivers and factors impacting cash flow and compare/contrast to client forecasts; analyze and summarize monthly financial highlights and red flags; participate in monthly portfolio reviews; keep abreast of industry trends for each borrower.
- Work with senior credit officers to prepare and complete internal credit committee memos and approval documents as needed.
- *Collateral Financial Modeling and Analysis*: Trend analysis and forecasting; daily or weekly collateral analysis to analyze unusual activity / anomalies; coordinate, review and evaluate field exams appraisals on an ongoing basis.
- Participate in client calls, negotiations and meetings, and direct ongoing interactions with customers, their advisors and private equity sponsors.
- Work with senior credit officers in monitoring troubled credits within the portfolio that decline from credit risk deterioration to in- and out-of-court bankruptcies and loan workouts.
- Underwrite transactions related to accounts in the portfolio, typically related to bolt-on acquisitions, account refinancings, dividend and other recapitalizations, troubled account restructures, and other financing transactions as needed.

COFFIN & ASSOCIATES

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Philip J. Coffin
President

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Requirements

- 2-4 years' experience in credit, financial due diligence and analysis
- Seeking a professional from one of the following backgrounds: 1) formally credit trained in a bank, debt fund or finance company, 2) financial due diligence, transaction advisory or lender services experience in a Big 4, major accounting firm or consulting firm, or 3) ABL field examination experience.
- ABL experience is a plus.
- Experienced in, and capable of, extensive and detailed financial modeling.
- Well versed in Excel and Word.
- Excellent analytical skills.
- Undergraduate degree in Accounting or Finance is preferred.

Interested, qualified candidates or referrals – Please contact Phil Coffin, phil@coffinonline.com.