

Opportunity Profile

Senior Account Manager, Asset Based Lending National ABL Debt Fund Firm (Non-Bank) Chicago, IL

Company Description

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 Description

The firm is seeking to add to the team a seasoned, Senior ABL Account Manager. The role offers broad levels of responsibilities given the growth of the firm and, being a non-bank ABL firm, is not nearly as constrained as bank ABL groups with regulatory and compliance oversight.

- Manage agent, sole lender and small club participation asset based credit facilities ranging from \$5 million to \$100 million.
- Maintain direct contact with the client, financial sponsors, and/or financial intermediaries.
- Coordinate and initiate due diligence activities such as field exams and appraisals.

Desired Qualifications

- ABL Account management experience, specifically involving revolvers and term loans.
- Proven ABL loan workouts account management experience as Agent or Sole Lender.
- Bankruptcy and in or out of court liquidation experience is preferred.
- Earlier ABL experience in field exam.
- Formal credit training is a strong preference.
- Negotiating experience and direct working knowledge of ABL loan legal documentation.

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