

Opportunity Profile

Managing Director, Director, V.P. (Depends on person's experience)

New Business Development & Originations

Senior, Unitranche, 2nd Lien Lending & Equity Co-Invests

Investment Management Firm / Debt Fund

Los Angeles (Preferable) or San Francisco, CA

COMPANY DESCRIPTION

Our client is a direct credit fund and is currently active, having sourced and closed a number of P.E. sponsor backed direct deals in the 2020 second quarter. Is opportunistically pursuing new deals in the evolving competitive environment of reduced leverage and better pricing. The fund is well positioned in viable industry segments, and has a well-managed, well positioned and performing portfolio in the current Covid-era environment. After thorough client interaction, portfolio / credit reviews and revised valuations, and with more clarity along a variety of industry segments, the company is proactively seeking to add market coverage in the Western U.S.

The debt fund is actively seeking a proven originations and investment professional. The professional can be domiciled in either the Los Angeles Metro or San Francisco Bay Area.

Established investment management and debt/equity fund firm. The firm's investment funds make leveraged debt and equity investments in U.S.-based small to middle-market businesses. As a provider of both traditional leveraged debt financing and one-stop capital, the firm works with private equity sponsors, management teams, family office P.E. arms, independent P.E. sponsors, pledge funds and owner-operators to customize acquisition finance, dividend recapitalization, general refinancing and recapitalization, and growth financing solutions.

Deal structuring focuses on one-stop unitranche finance, secured and unsecured subordinated loans, equity co-investments and real estate sale leasebacks. Target investments generally range from \$5 million to \$30 million in companies with over \$3MM in EBITDA.

JOB DESCRIPTION

Build market position in middle market leverage finance arena with a coverage focus across the Western U.S. by sourcing, developing, defining, negotiating, and closing new financing transactions and developing business relationships. Reports directly to the President of the debt fund.

Essential Duties and Responsibilities

- Executes coverage program consisting of targeted private equity firms, investment bankers, and other relevant deal sources within the designated coverage area using a combination of calling, outreach, marketing and other lead generation activities.
- Identifies industry and related events within the targeted geographic coverage area to promote the firm's senior and subordinated debt and equity co-investment capabilities to middle market businesses.
- Maintains detailed pipeline of prospects and potential deals thru the firm's CRM system and conducts follow-up proactively.
- Qualify potential financing deals with the support and input of the fund President.
- Manage the business development process, including developing financing proposals, negotiating strategies through transaction award.
- Oversees deal team to facilitate diligence review of awarded transactions, validation of business assumptions and financial models, and completion of underwriting package for presentation to investment committee.
- Management of external legal counsel and oversight of investment documentation process thru to transaction closing.
- Continuing oversight of investment performance, including compliance and responsibility for any amendment or restructuring requirements.

COFFIN & ASSOCIATES

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Philip J. Coffin
President

REQUIRED AND DESIRED SKILLS AND EXPERIENCE

Required:

- Minimum 10 years of relevant lending/investing experience in the direct leveraged middle market (\$3MM-\$20MM EBITDA), including financial sponsor and owner operator situations
- Minimum of 5 years of demonstrated new business development, external calling and deal closing experience of sole lender or agented transactions in the middle market leveraged finance arena
- Developed and has sustainable client relationships within the private equity sponsor community
- Solid knowledge of financial statements and financial analytical abilities
- Experienced in deal structuring, performing financial due diligence and underwriting credit for middle market businesses
- Strong communications skills to facilitate presentation of complex situations and risks to investment committee
- Extensive contacts in the middle market buyout business
- Experience with problem loans and companies is helpful

Education

- B.A. or B.S. College degree from a good university and strong financial knowledge base including some combination of Finance, Accounting or MBA degrees, and a formal credit training program

Personal Attributes

- Uncompromising personal integrity
- Strong interpersonal skills and marketing orientation
- Self-motivated with strong work ethic and ability to work without close supervision
- Organized and efficient – to define priorities; manage to deadlines/completion
- Good interpersonal and communication skills – to communicate the firm's business strategy and value proposition, work through conflicts, gain trust and persuasively influence outcomes
- Confident team player – able to listen to input but also take decisive action

COMPENSATION

- Base salary range: Market based on a candidate's experience level
- Competitive Market Target Bonus
- Eligible for Carried Interest Bonus Plan

Interested and Qualified Candidates, or Referrals, please email: [Phil Coffin, Phil@CoffinOnline.com](mailto:Phil.Coffin@CoffinOnline.com)