

Business Development Officer – New York City
Managing Director or Senior Vice President
Encina Business Credit, LLC

Firm Description:

Encina Business Credit is one of the fastest growing independent asset-based Lending platforms targeting middle-market borrowers in the U.S. and Canada. Launched in March 2016, the firm provides revolving lines of credit and term loans ranging in size between \$10 – \$100 million. The platform lends to both privately-owned and publicly-traded companies across a wide range of industries. Borrowers use loan proceeds to fund working capital, acquisitions, refinancings, growth, turnarounds, debtor-in-possession financings and other special situations.

EBC is funded and partly owned by an affiliate of Oaktree Capital Management, L.P.

The firm is headquartered in Chicago, with offices in Westport, Atlanta, Los Angeles, San Francisco, Houston and Detroit.

Job Description

EBC is looking for a full time Business Development Officer responsible for the origination of new asset-based lending business. The role is located in New York City and will share coverage of NY, NJ, CT and MA in our East Region, reporting to our Chief Commercial Officer, Rob McMahon.

Specifically, the role will be responsible for calling and meeting with referral sources that generate asset based lending opportunities ranging in size between \$10-\$100MM. Referrals sources of new business typically include private equity firms, financial advisors, turnaround advisors, and commercial banks.

Requirements

- Strong communications skills, with ability to present to CEO/CFOs of prospects, and their advisors.
- Possess an extensive network of external referral sources that include private equity firms, financial advisors, turnaround advisors, and commercial banks.
- Capable of efficiently evaluating new deal information, analyzing key aspects of the opportunity, and able to prepare a thorough and insightful “prescreen” analysis for consideration by EBC management or Risk.
- Able to produce clear and concise oral and written work product
- A strong work ethic and the desire to exceed aggressive goals
- Collaborative team player
- Solid proficiency in Excel & Power Point, and the desire to embrace EBC’s CRM software (Salesforce)

Qualifications

- Education: Bachelor’s degree
- 15 years of related experience, with 10 years or more in ABL industry
- Risk background strongly preferred, but not required
- Able to demonstrate prior business development track record in ABL market
- Authorized to work in the U.S.

If you are interested in this opportunity, please submit your resume to jobs@encinaBC.com