FINACITY
A White Oak Company

Position Profile

Business Development Professional ("Origination")

Position Summary

Finacity is looking for entrepreneurial, commercially driven origination professionals to develop new business across industries and regions. This is an opportunity to originate trade receivables securitizations, the core of Finacity's business, as well as complementary working-capital financing transactions for corporate clients worldwide, backed by Finacity's structuring expertise, proprietary technology and broad network of funding partners.

Company Profile

Finacity, a White Oak Company, specializes in the structuring and provision of trade receivables securitizations, efficient capital markets and private receivables funding programs, supplier and payables finance, and program administration. Finacity currently facilitates the financing and administration of an annual receivables volume of over US$200 billion. With resources in the USA, Europe, Latin America and Asia, Finacity conducts business throughout the world with obligors in 210 countries and territories. Finacity is part of White Oak, a leading alternative debt manager specializing in originating and providing financing solutions to facilitate the growth, refinancing and recapitalization of small and medium enterprises. For further information, please visit www.wofinacity.com.

Position Overview

The Business Development Professional will identify, develop and close new financing mandates with corporate clients, primarily focused on trade receivables securitizations and, where appropriate, complementary working-capital solutions. This person will turn Finacity's capabilities into tailored solutions for CFOs, treasurers, private equity sponsors and advisors, helping companies improve liquidity, diversify funding and optimize working capital. The successful candidate will build new relationships from scratch, shape solutions and negotiate terms. They will work closely with the structuring, funding distribution, transaction execution and marketing teams.

Anticipated Activities and Functions of the Position

- Design and execute sales strategies and calling plans across industries and regions to meet company and individual revenue goals
- Identify and qualify prospects, and build relationships with corporate decision-makers, private equity sponsors, banks and advisors
- Present Finacity's securitization and broader working-capital solutions clearly and tailor them to each client's financing needs
- Develop creative solutions to new opportunities and lead through complexities on transactions
- Negotiate terms and conditions with prospects to reach mutually beneficial agreements
- Work with internal teams to move transactions from mandate to closing
- Track and report on prospect engagement, pipeline and other key performance indicators in Salesforce

Required Qualifications

- Bachelor's degree
- 5+ years of banking or finance experience with a focus on business relationships
- Understanding of trade receivables securitization and a broad range of related working-capital financing products and services
- Demonstrated success meeting or exceeding sales goals and originating new business
- Strong interpersonal, presentation and influencing skills, and the ability to collaborate with internal resources
- Excellent planning and organizational skills, with the ability to work independently, adapt and manage multiple priorities
- Proficiency with Salesforce, video conferencing and project management tools, and sound judgment, honesty and integrity

Preferred Qualifications

- Formal credit training
- Experience in receivables finance, trade finance, securitization, asset-based lending or supply chain finance

Business Development Professional ("Origination")

- Existing relationships with corporate treasury and finance executives or private equity sponsors
- Multi-lingual skills are a plus

Location

- Stamford, CT (Hybrid)

Reporting Structure

- This position reports to the Chief Commercial Officer within the Origination group

Compensation and Benefits

- Competitive base salary commensurate with experience
- Revenue-based commission, which is expected to represent the majority of total compensation and directly rewards successful origination of new business
- Benefits including health, dental, and vision coverage; 401(k) match; vacation; and short- and long-term disability coverage

How to Apply

If you have an interest in pursuing this opportunity with Finacity, please send your resume with a cover letter to jmartinez@wofinacity.com. Please mention the title of the job posting in the subject line of your e-mail.

Finacity is an equal opportunity employer.