FINACITY
A White Oak Company

Position Profile

Spanish-Speaking Asset-Backed/Trade Receivables Securitization Professional – LatAm/Iberia Focus (Senior Associate/VP/Director)

Position Overview

The LatAm/Iberia Asset-Backed Securitization professional will play an active role in many facets of Finacity's business. Due to Finacity's continuing growth, this mid to senior-level professional will have the opportunity to participate in many areas outside of the primary responsibilities, including: strategic planning, relationship management, structuring, channel development and sales.

Anticipated Activities and Functions of the Position

- Structuring and orchestrating securitizations, mainly trade receivable and consumer finance securitizations. The individual will focus his/her attention on Latin America and Iberia, but will also have opportunities to work in other geographic markets.
- End-to-end management and coordination of both client and internal Finacity resources, as well as external counterparties involved in execution of securitization or working capital financings.
- Negotiating commercial terms and conditions.
- Leading operational due diligence and supporting the credit underwriting process.
- Reviewing and provide commentary on commercial agreements and legal document between customers, funding sources and applicable counsels.
- Preparation of rating agency presentations and management of rating process, if required. This includes the review of transaction and borrowing base models for both funding sources and rating agencies.
- Relationship development with broker/dealers, funding sources, trustees, and other regulatory entities.
- Create client proposals, reports and presentations in conjunction with Origination professionals.

Required Qualifications

An ideal applicant will have strong academic credentials and at least two to five or more years of working as an Analyst, Associate and/or Vice President in the field of asset-backed securitizations (particularly trade receivable and/or consumer finance securitizations) or ABL. Rating agency or legal experience welcomed.

- Spanish fluency is a must
- Intellectual curiosity
- Strong written and oral communication skills
- Strong analytical reasoning ability and quantitative skills
- Mastery of Excel and PowerPoint
- Desire to work in a fast-paced, performance-driven, environment
- Team player
- Strong work ethic
- Strong attention to detail
- Entrepreneurial mindset
- Comfort with the dynamics of working in a small company environment

Professional Characteristics

- **Entrepreneurial:** We're not afraid to fail, pivot and adapt when it comes to our products and believe that our people should be given the same opportunities to pave their own path. Our dynamic structure and agile organization means everyone, in every team can make an impact and find purpose and pride in their work. We want team members who are ready to raise their hand, step up and participate whether a new analyst or a senior member.
- **Collaborative:** We're a tight-knit bunch, who are proud of our heritage, and like nothing better than welcoming new people to the team. Working as a team is at the heart of everything we do – from our diverse and inclusive global family to an accessible, flat structure that encourages transparency and participation in all aspects of the company.

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- **Detail-Oriented:** Our work is important to various transaction constituents to make sure we serve both clients and funding sources in maximizing funding while managing risk, it's what has made Finacity globally known and highly regarded in the industry. We are looking for candidates who focus on the details and have a drive to get it right for the overall benefit of the transaction and Finacity.
- **Learning:** We are looking for candidates who are interested in expanding their knowledge base and want to learn new innovative structures and skills, and use those to positively impact the results of the company. There's always something new to learn and every day on the job is different, embracing those opportunities is important as a Finacity team member where even 20-year veterans are participating in our monthly education sessions.

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

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.

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.