

# COFFIN & ASSOCIATES

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Willis (Sears) Tower  
233 South Wacker Dr., 84<sup>th</sup> Floor, Chicago, IL 60606  
Direct (630) 834-4268

Philip J. Coffin  
*President*  
Phil@CoffinOnline.com

## Opportunity Profile

### **ASSOCIATE**

## Company Description

Our client is a leading consulting firm with more than a 25-year track record of successfully helping middle market, privately-held companies navigate change during any stage of a company's life cycles. Whether experiencing distress, making a divestiture, growing market share and revenue, or seeking to refinance debt or raise new capital, the company can add value to the situation.

Consulting and financial advisory areas include:

- Troubled company advisory
- Bankruptcy advisory
- Fiduciary services
- M&A advisory
- Asset recovery services
- Forensic and fraud
- Non-profit advisory
- Litigation support
- Operational advisory

The firm's principals provide specialized expertise to middle market and larger clients by providing the necessary experience, energy and resources to supplement existing management. Client companies understand their specific businesses and individual markets.

The company's reputation for integrity, commitment and performance is well established in the business community. It has been acknowledged on multiple occasions by industry peers with regional and national awards for the outstanding results achieved in prior engagements.

## **POSITION RESPONSIBILITIES**

Successful contributors will demonstrate strong financial modeling, analytical skills, and exceptional collaborative interpersonal skills with team members and clients. Ability to quickly adjust to and support client needs, as well as willingness to travel as customer needs dictate.

Develop financial and operational analyses to assist clients and other constituents including but not limited to:

- 13-week cash flow
- Pro forma financial statements
- Liquidation and bankruptcy analysis
- Cost control plans (and associated implementation)
- Working capital analysis
- Manipulate and analyze large amounts of data
- Exceptional communication (both oral and written) and interpersonal skills
- Capacity to work with multiple clients/projects simultaneously

Knowledge of the corporate bankruptcy processes, negotiations and procedures will grow with experience.

## **DESIRED SKILLS AND EXPERIENCE**

- Lives within commuting distance to the Chicago area
- Willingness to do weekly travel as consulting engagements and projects dictate
- Bachelor's Degree, preferably Finance or Accounting
- Minimum 3+ years in consulting, or similar professional services environment
- Excellent financial modeling skills
- Ability to work individually and within a team in deadline-driven conditions
- Ability to work with clients, including ability to deal with various types of personalities
- Comfortable working in stressful and ambiguous situations; ability to maintain composure and focus in ambiguous situations
- Proficiency with PC environment and related software, including Microsoft Office applications
- Excellent written and verbal communication, mathematical and organizational skills
- General knowledge of corporate finance and accounting principles and terminology
- Effective interpersonal communications