

OPPORTUNITY PROFILE

Managing Director, Director, Senior Manager
(Depending on Experience)

Turnaround Consulting and Financial Advisory Firm
Detroit, MI

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.

RESPONSIBILITIES

Establish a Detroit office and Michigan/Mideast Region for the firm.

- Engagement Strategy – Develop, plan, assist in execution, including key meetings, identification of scope of client needs (market additional services as needed), and situation strategies.
- Client Consulting and Advisory Project Execution – Hands-on, direct involvement in the execution of a client project.
- Engagement Management and Administration – May vary from situation to situation. Could range from higher level meetings, closing of engagement, key customer meetings, etc. to a more total engagement administration and management role.
- New business origination and marketing

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EXPERIENCE/REQUIREMENTS

In the most general of terms, the person must have a demonstrated track record in 1) leading a client engagement in restructuring/turnaround consulting and 2) preferably some history of new business origination.

One's background should include:

- Significant experience in turnaround & restructuring and crisis management (debtor, creditor, unsecured creditors committee, bankruptcy, interim management, crisis management, liquidation and/or M&A advisory work).
- Minimum 15 years overall consulting and related experience in restructuring/turnaround or operations improvement.
- Established reputation and relationships with past client base and key referral sources (private equity, senior and junior capital lenders, corporate loan workout/restructuring groups, asset based and leveraged cash flow lenders, CPA firms, law firms and selective investment banks).
- Ability and willingness to travel extensively when necessary.
- Bachelor's degree in finance or accounting preferred; MBA is also preferred.
- Prefer that candidates should have at least one of the following designations – CPA, CTP and/or CIRA.