

## Opportunity Profile

### **ASSOCIATE - CORPORATE TURNAROUNDS & RESTRUCTURINGS** *Chicago, IL*

#### COMPANY DESCRIPTION

Our client is a boutique consulting firm of senior business professionals that specialize in corporate turnaround management, restructuring and insolvency advisory services. Business situations that compel retaining the services of the firm include corporate turnarounds, workouts, crisis management, financial restructuring, interim management, distressed M&A and bankruptcy advisory.

Types of advisory engagements and assignments include:

- Identify financial and operational factors that cause reduced earnings, negative cash flow and loss of enterprise value.
- Improve performance and liquidity, restructure and refinance debt and increase value for stakeholders.
- Assist with restructuring equity and the sale and purchase of distressed businesses and non-core assets.
- Consult with lenders and creditors in evaluating the businesses of their debtors and assess risks and recoverability.
- Advise and represent creditors and creditor committees in bankruptcy cases by evaluating the debtors' business and reorganization prospects.
- Serve in a fiduciary capacity and strictly honor the trust which has been placed upon them by creditors and other beneficiaries. The Principals have served as trustees and responsible parties in bankruptcy cases, receivers in both state and federal courts and assignee-trustees in common law and statutory assignments for the benefit of creditors.
- Work with clients and their attorneys to develop and support or defend claims in state, federal district and bankruptcy courts. The firm's findings and opinions based upon our forensic investigations, business analysis, valuations and accounting matters are often crucial in litigation. They are experienced in testifying as experts in depositions and the courtroom.

The consulting teams have completed complex engagements involving a large variety of industries, including retail, manufacturing, distribution, business services, transportation and technology. Most of the operating companies are lower to mid-middle market size entities.

#### FIRM CULTURE

The company is a boutique firm with a strong, experienced team, including the senior professionals who have worked together since the firm's inception 22 years. It offers a team environment and significant growth potential.

Some expressed values and working practices of the firm include:

- Work-life balance, family firm prioritizing family and balance over work. This is not considered a chronic "heavy" work hours role, though some projects can have periods when hours might spike.
- Well defined, explicit and well-rounded career growth support for the Associate, wherein the firm will be highly supportive of (including funding for) continuing professional education, certifications, conferences, etc.
- Flexible work environment, including occasional work-from-home and competitive and flexible PTO days.
- Business casual environment when not client / market facing.

## **POSITION RESPONSIBILITIES**

The successful Associate 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. However, this role doesn't require the chronic heavy travel that can be found in other areas of business consulting.

Work closer with a senior consultant on most engagements to develop financial and operational analyses in engagements.

Given the complexity and learning curve of the work and business situations to which the Associate will be exposed, the firm offers a very strong mentoring and support mechanism overall and on each engagement. The Associate will be working side by side with a Partner, Director or Vice President of the firm.

## **DESIRED SKILLS AND EXPERIENCE**

- Prefer 4 or more years of relevant experience in a professional financial, commercial lending, accounting or consulting firm environment.
- Strong financial analysis and modeling skills. Solid understanding of financial statements and/or financial data management. Ability to transcribe and explain financial analysis in a clear and concise manner.
- Experience working on complex and dynamic projects.
- Strong knowledge of Microsoft Excel, PowerPoint, and Word is required
- Track record of consistently delivering high-value work to meet client's needs.
- Able to work independently. High energy style, flexible and adaptive, works well in a very fast-paced environment.
- Advance written communication skills, able to prepare well laid out, easily understood analysis and presentations.
- Articulately communicates information and adapts effectively to the audience. Delivers influential client communications with clarity and confidence.
- Willingness and ability to travel, both within Chicagoland area and nationally, as needed.
- CPA is desired but not required, CFA, CTP or CIRA professional certifications are a plus.

Downtown Chicago location. Strong preference for a professional already domiciled in Chicago.

*Interested candidates or referrals, please email Phil Coffin at [Phil@CoffinOnline.com](mailto:Phil@CoffinOnline.com).*