

OPPORTUNITY PROFILE

Managing Director or Director

Turnaround, Financial and Operational Advisory & Consulting

Detroit, MI

COMPANY DESCRIPTION

Our client is one of the nation's oldest and most respected financial and management consulting firms with over 50 years in the marketplace. The firm provides a full array of turnaround, workout, crisis and interim management, corporate restructuring, process and function improvement, operational excellence, financial advisory bankruptcy, and distressed M&A services. Clients include publicly held companies, private corporations, and family-owned businesses – many of them in the middle market (annual revenues up to \$1 billion) – with a variety of capital structures and a range of debt structures. Our clients are worldwide and in the full spectrum of industries – from the technology and service sectors to “old economy” manufacturing and distribution.

POSITION OVERVIEW

The Managing Director / Director position involves a mix of new business development and client engagement work. This is an opportunity to open and help expand the Midwest region from an established foundation.

RESPONSIBILITIES

New Business Origination/Marketing

- Proactively call on key relationships and referral sources to originate new business opportunities.
- Assist and orchestrate the early stage engagement strategy and consulting plan for prospective new clients.
- Deliver the above to the client and outside constituents in selected situations.
- Attend, participate, join committees and present at various industry functions and within industry organizations (TMA, ACG, CFA, ABI, etc.) to promote the firm to develop image/brand awareness.

Client Engagement

- Engagement Strategy – Develop, plan, assist in execution, including key meetings, identification of scope of client needs (market additional services as needed), and situation strategies.
- Recovery Plan Development – Assist or orchestrate the development of a recovery plan with the company's shareholders and constituents.
- 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.

COFFIN & ASSOCIATES

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Philip J. Coffin
President

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) new business origination.

One's background should include:

- Successful track record of originating new business.
- Significant experience in turnaround, restructuring and crisis management (debtor, creditor, unsecured creditors committee, bankruptcy, liquidation and sell-side advisory work), or operational/performance improvement consulting.
- Minimum 15 years overall consulting and related experience in restructuring/turnaround or operations improvement.
- Established reputation and relationships with 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.
- Effective and persuasive communication skills, including public speaking.
- Bachelor's degree in finance or accounting preferred; MBA is also preferred.
- Prefer that candidates should have one of the following designations – CPA, CTP, CIRA and/or CFA.

For additional information, please contact

- *Phil Coffin*
- *President - Coffin & Associates*
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