

## Opportunity Profile

### **Portfolio Manager – Asset Based Lending**

*Multi-Billion A.U.M. Asset Based Lending Group  
Known and Respected Financial Services Firm  
Chicago, IL*

## Company Description

Our client is a national Asset Based Lending business within a known and respected financial services firm. Its aggregate loan commitments comprising its portfolio are in the multiple billion dollar range. Its minimum deal size is \$10MM. It finances companies in leveraged buyout, refinancing, dividend recapitalization, turnaround/restructuring and growth capital situations.

## ABL Portfolio Manager Position Summary

Credit and risk responsibility and oversight of a portfolio of asset based loans. The individual will be responsible for: (i) ensuring that client relationships are managed in compliance with the company's loan and other policies and procedures; (ii) working with the underwriting, origination and collateral/operations teams during diligence and closing processes to ensure a seamless transition; (iii) coordinating loan and collateral management with collateral/operations; (iv) closely monitoring client relationship, financial and collateral performance, including criticized and classified credits, to maximize asset quality; and (v) being proactive in evaluating client needs and challenges, both to manage risk and to enhance client retention.

## ABL Portfolio Manager Job Description

Manage client relationships in such a way as to provide a meaningful contribution to the company's profitability and to maximize asset quality, including minimizing losses. The primary objective of this position is to maintain the credit quality of the assigned portfolio. To accomplish this objective, the ABL Portfolio Manager should:

- Maintain, in conjunction with the Account Executive team, an in-depth understanding of the loan structure, financial performance, collateral, documentation, industry trends, compliance with terms and conditions, and any other factors that impact The Company's risk exposure.
- Ensure that collateral reports are submitted in accordance with the loan agreement and that this collateral is properly monitored. Review collateral reports as required to assure that the client's credit quality is maintained.
- Approve advances in accordance with collateral availability, credit status and approval authority.
- Review monthly and/or quarterly financial statements, aging reports, verifications and trend analyses to identify any signs of financial deterioration. Verify compliance with financial covenants.
- Participate in the due diligence process for prospective new borrowers, along with related documentation, closing and onboarding.
- Manage monthly portfolio review to discuss client trends, developing challenges and potential remediation needs.
- Recommend changes in the reporting requirements or other elements of the loan structure as required based on the client's performance.
- Ensure that loans are properly risk graded. Recommend changes in risk grading and exposure strategies as soon as circumstances warranting a change become apparent.

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- Ensure that loans are properly risk graded. Recommend changes in risk grading and exposure strategies as soon as circumstances warranting a change become apparent.
- Ensure that loans remain properly documented and perfected, conforming to legal requirements, Loan Policy and related procedures.
- Interface with Internal Audit, Loan Review and SOX control obligations.
- Execute modifications to existing client relationships, including presentation to appropriate Loan Committee for approval.
- Other duties as assigned by manager or executive(s).

**Required Prerequisites for the Position**

- Direct experience managing and/or underwriting asset based loans in a wide variety of industries is desired.
- Asset based field examination experience is a plus.
- Workout experience, including bankruptcy court experience, is strongly preferred.
- Problem solving and decision-making skills are essential
- Ability to read and interpret financial statements including income statement, balance sheet, cash flow statement and forecasting models
- Strong organizational, interpersonal, written and verbal communication, negotiation and client relationship skills are required