

Factoring/Asset Based Lending Business Development Officer

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Company: Rosenthal & Rosenthal, Inc.

Location: Atlanta

Category: business-and-financial-operations

COMPANY OVERVIEW

With over 85+ years of leadership and industry experience, Rosenthal is now led by the third generation of the Rosenthal family. As a privately held company, Rosenthal is committed to providing personalized service, credit protection and flexible lending to small to middle-market clients across a broad range of industries, with loans ranging from \$500,000 to 30 Million+. With unmatched financial capacity and decades of experience, Rosenthal is best in class for all its clients' creative financing needs, including factoring (recourse, non-recourse and international), asset-based lending, purchase order financing and inventory financing. Rosenthal's team of seasoned commercial finance professionals covers the U.S. from coast to coast and nearly everywhere in between, with dedicated offices in New York, California, Georgia, North Carolina, Colorado, and Illinois. Visit the Difference at <https://www.rosenthalinc.com>

Rosenthal & Rosenthal, Inc. specializes in providing commercial finance and trade finance services to small- and medium-sized companies in the US. We believe in respect, integrity, transparency, and follow-through. Every day we work hard to do what is right for our clients and can help navigate diverse types of challenges with confidence, creativity, and perseverance.

Rosenthal & Rosenthal, Inc, is a full-service working capital and trade finance company,

with lending platforms in ABL, Factoring, Purchase Order Finance and Emerging Brand Direct to Consumer Inventory Finance. We offer clients a customized and flexible approach because we're entrepreneurs as well.

We are seeking a dynamic Factoring/ABL Business Development Officer to join our team for sourcing factoring and ABL deals.

The preferred candidate will:

Direct calling experience at the CEO, CFO and MD level

10 years + Factoring/ABL Lending experience

Have a proven history of sales success and the ability to cultivate and expand a network within the industry.

WHAT YOU WILL BE DOING

Originate new commercial relationships through business development activities. Develop and maintain strong working relationships to cultivate a profitable customer base and clientele. Combines a thorough knowledge of products and lending policies with excellent customer service.

Promote and sell the Rosenthal bundle of products, with a focus on asset-based lending and factoring services.

Collaborate with marketing, sales, and underwriting team members to develop and execute strategies for driving business growth.

Cultivate and expand a network of potential clients through cold-calling, networking events, and participation in industry associations.

Conduct financial analysis to assess potential clients' creditworthiness and suitability for asset-based and factoring services.

Work closely with prospects to gather all necessary underwriting information for asset-based lending and factoring agreements.

Deliver engaging presentations to articulate the benefits of our products to potential customers and referral sources.

Represent the organization in various professional and trade associations to further enhance the company's image and development of additional business.

KEY QUALIFICATIONS

Experience with Salesforce or similar CRM software.

Excellent written and verbal communication skills.

Strong financial analysis abilities.

Initiative-taker with confidence and resilience in a sales environment.

Ability to work collaboratively as part of a team.

EXPERIENCE & EDUCATION

10 years + of direct experience as a Business Development Officer, preferably in asset-based lending or factoring.

Bachelor's degree in business, preferably in Finance or Accounting.

Demonstrated success in asset-based lending or factoring.

Proven ability to build and maintain industry contacts.

Experience working with underwriting processes and procedures.

COMPENSATION

Attractive compensation package. Competitive Salary and Commission Program. Salary to

commensurate with experience.

Health, dental, vision, long term care insurance, 401K, profit sharing.

Growth opportunities within a company with the largest geographic footprint of alternative funding professionals in North America.

Work with an organization that is committed to its' corporate culture and values, demonstrated in every interaction within the Company.

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