



Position Profile

New Business Originator

Role Purpose:

Finacity Corporation is seeking energetic, talented, entrepreneurial-minded Originators interested in joining Finacity Corporation's Worldwide Marketing Team to develop new business. Proven experience originating in North America, South America, Europe and/or Asia is critical.

Accountabilities:

- Comfortable making "cold calls" and developing one's own leads
- Builds and maintains relationship with new and existing clients
- Innovates solutions to create opportunities and shows leadership in addressing complexities and difficulties on transactions
- Strong verbal/written communication skills
- Entrepreneurial, innovative, and willing to roll up your sleeves

Skills and Abilities:

- Self-starter with a strong work ethic
- Strong verbal/written communication skills
- Multi-lingual skills are a plus
- Bachelor's degree
- Banking/finance background 10-15 years
- Acts with honesty and integrity
- Curious and resourceful – seeks out difficult questions and finds solutions
- Resilient, able to learn from mistakes and move forward
- Flexible, adaptable, and able to deal with ambiguity
- Collaborative, thrives when working towards shared goals

Our culture is founded in a commitment to challenging the status quo.

To help make finance fairer for everyone, we're changing the way Working Capital Finance works. Our diverse, global offices combine bright thinkers from different backgrounds working autonomously and creatively to find new ways to re-invent the industry.

Entrepreneurial:

We're not afraid to fail, pivot and adapt when it comes to our products and believe that our people should be given the same opportunities to pave their own path. Our dynamic structure and agile organization means everyone, in every team can make an impact and find purpose and pride in their work.

Innovative:

We love trying new things, and most days you'll find us 'innovating on the fly', pushing the limits of what's possible to create new solutions to seemingly impossible challenges. We're data-driven and tech-focused, but still centered around our customers. As active problem-solvers, we also firmly believe that just because that's the way it's always been, doesn't mean that's the way it should be.

Collaborative:

We're a tight-knit bunch, who are proud of our heritage, and like nothing better than welcoming new people to the team. In fact, working as a team is at the heart of everything we do – from our diverse and inclusive global family to a truly accessible, flat structure that encourages transparency and participation in all aspects of the company.

Location

- Stamford, CT

Company Profile

Finacity, a White Oak Company, specializes in the structuring and provision of efficient capital markets receivables funding programs, supplier and payables finance, back-up servicing, and bond administration. Finacity currently facilitates the financing and administration of an annual receivables volume of approximately US \$100 billion. With resources in the USA, Europe Latin America and Asia, Finacity conducts business throughout the world with obligors in 175 countries. Finacity, is affiliated with White Oak Global Advisors, LLC, a leading alternative debt manager specializing in originating and providing financing solutions to facilitate the growth, refinancing and recapitalization of small and medium enterprises. For further information, please visit www.finacity.com.

Who to Contact (no recruiters or 3rd parties please)

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