

Job Title: Managing Director, Sponsor Coverage Originator

Location: Open

Ansley Park Capital (“Ansley Park”) is a premier equipment finance solutions provider backed by funds managed by Ares Management Corporation (NYSE:ARES) Alternative Credit strategy. Ansley Park is focused on supporting capital-intensive, sponsor owned companies with full-spectrum, customized financing solutions for essential-use, large-ticket equipment in the US and Canada.

Job Summary:

We are seeking a dynamic and results-driven Large-Ticket Equipment Finance Originator to join our team. In this role, you will focus on originating financing deals through Private Equity Sponsors and collaboration with other strategies across our parent company. The ideal candidate will have a proven track record in originating and structuring complex financing transactions directly from PE Sponsors, coupled with a deep understanding of both the equipment finance and adjacent institutional and private debt markets.

Responsibilities:

- Drive business growth through proactive business development efforts, predominately by Sponsor prospecting, cross-selling initiatives, and market expansion strategies.
- Ability to create, build and maintain strong relationships with sponsors, understanding their financing needs and providing tailored solutions.
- Collaborate closely with internal stakeholders, including company affiliated teams, product specialists, underwriters, and legal teams, to ensure seamless execution and delivery of financing solutions.
- Conduct thorough market research and analysis to identify emerging trends and opportunities in the equipment finance industry.
- Drive the sales process from initial contact through deal closure, ensuring a seamless and positive experience for all stakeholders.
- Meet or exceed sales targets and revenue goals set by the company.

Qualifications:

- Bachelor's degree in Finance, Business Administration, or a related field; MBA preferred.
- Minimum 5 years of experience in non-bank equipment finance, sponsor coverage, or related areas.
- Proven track record of success in business development and sales, with a focus on large non-bank large ticket (\$10MM-\$100MM) transactions.
- Requires a deep understanding of sponsor owned company capital structures.

- Strong understanding of financial markets, products, and services, particularly in the equipment finance sector.
- Polished communication and negotiation skills, with the ability to build rapport and trust with key stakeholders.
- High motor with ability to work independently and as part of a team in a fast-paced, deadline-driven environment.
- Proficiency with Microsoft Office Suite, CRM software and other data tools (i.e. Pitchbook, LCD, CapitalIQ, Debtwire, Bloomberg, etc..)

Benefits:

- Salary range \$150,000 - \$225,000
- This position is eligible for the Ansley Park Capital Individual compensation plan
- Comprehensive benefits package, including health insurance, 401K plan, and paid time off.
- Opportunities for professional development and career advancement.
- Dynamic and collaborative work environment with a focus on innovation and growth.

If you are a motivated self-starter with a passion for finance and a desire to drive business growth, we encourage you to apply for this exciting opportunity to join our team. Please submit your resume and cover letter detailing your relevant experience and why you are the ideal candidate for this position.

Ansley Park Capital is an equal opportunity employer and values diversity in the workplace. We do not discriminate on the basis of race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, or veteran status.