

VenSource Capital

Job Description

Regional Director

Silicon Valley/SF Bay Areas

VenSource Capital LLC is looking to add a Regional Director to our growing team and expand our talent pool in the Silicon Valley/SF Bay Area of CA.

Headquartered in Wilton, CT, VenSource Management, LLC is an organization of innovators dedicated to meeting the equipment financing needs of venture capital sponsored startup companies. VenSource's customers are primarily focused in the areas of technology, software, energy, medical, IT, and biotechnology. We finance business equipment essentials like computers and servers, lab and test equipment, communications equipment, security devices, manufacturing and production equipment and office automation equipment.

The Opportunity

The Regional Director will be responsible for generating new business and developing account relationships with venture capital sponsored startup companies and referral sources, primarily in the Silicon Valley/SF Bay areas. In this critical role, you will generate equipment financing transactions, develop and maintain customer relationships and relationships with referral sources, collect market intelligence, and represent VenSource Management LLC in the region.

Primary Responsibilities

Generating new business opportunities by developing relationships with venture capitalists, venture bankers, other referral sources, and VC-sponsored startup companies seeking equipment financing.

Servicing assigned customer relationships.

Coordinating and assisting staff members in developing and presenting financing proposals, due diligence, transaction documentation, administration and account monitoring.

Representing the company at conferences and other industry events consistent with primary duties.

Gathering and relay market intelligence to management team regarding competitive developments, pricing, terms and practices.

Skills and Competencies

Excellent interpersonal, teamwork and leadership skills

Superior verbal and written communications skills

Strong credit analysis skills

Ability to sell effectively to prospects, customers, senior management and peers

Strong Presentation skills

Proficient computer skills, including Excel, Word, PowerPoint, CRM, social networking

Ideal Qualifications

Five or more years of active new business development and account management focused on financing startup/emerging growth companies.

Presently serving VC-sponsored startup companies in a similar role with a bank or specialty finance company.

Bachelor's degree or higher in business, finance, accounting, or economics.

Existing account relationships and experience in the position's geographic footprint.

Interested candidates, please contact:

George Parker, Co-CEO

VenSource Management, LLC

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