

# VenSource Capital

## **Job Description**

### **Regional Director**

#### **Boston Area**

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.

We're looking to add to our growing team and expand our talent pool to the Boston, MA area.

#### **The Opportunity**

The Regional Director will be responsible for generating new business and developing account relationships with venture capital sponsored startup companies, primarily in the Boston area. In this critical role, you will generate equipment financing transactions, develop and maintain customer relationships, 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, and VC-sponsored startup companies seeking equipment financing.

Servicing assigned customer relationships.

Coordinating and assisting staff members in due diligence, transaction documentation, administration and account monitoring.

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

Gathering market intelligence 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, social networking

## **Ideal Qualifications**

Five or more years of active new business development and account management focused on financing startup 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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