

## **Growing SMB Alternative Financing Firm in NYC hiring Business Development Account Executives**

### Business Development Account Executive

6th Avenue Capital, LLC, a privately-held investment firm (the “Firm”) headquartered in Midtown NYC, is seeking a highly motivated and resourceful Business Development Account Executive to support the growth of the business. 6<sup>th</sup> Avenue Capital is changing small business financing, providing fast, secure and equitable access to working capital. The Firm offers flexible payment options and a high touch experience to small businesses and partners, all from an experienced team of industry experts.

The Business Development Account Executive is role is for an individual skilled at building and maintaining relationships. The person is responsible for maximizing relationships with Independent Sales Organizations (“ISO’s) and other strategic partners and funded deals. The individual’s priority is to increase referral partner and deal quality and volume.

The Business Development Account Executive is proactive and execution-oriented with a strong work ethic and willing to do whatever is required to get a given job done. The person must be professional, flexible, and thrive in a dynamic fintech environment. This is a position with substantial growth opportunities for the right individual.

### Responsibilities

- Maintain and grow relationships with a high volume of new and existing ISO's.
- Interact daily with ISO's; use excellent business judgment to contribute to the Firm's funding and deal performance goals.
- Understand and articulate the Firm’s business, including underwriting and funding process.
- Communicate all pricing and terms to ensure that each ISO has the knowledge they need to be effective to relay this information to their prospective merchants.
- Assist ISO’s after a deal is approved to maximize funded deals.
- Prepare and plan for ISO visits i.e. introduce new products, analyze the types of deals the ISO is sending the Firm, resolve issues with ISO's, and determine strategy to increase funding quality and volume.
- Review ISO performance and monitor ISO responses to renewals.
- Maintain positive work attitude, good relationship skills, and a solid understanding of working with underwriting staff, sales teams, business partners and merchants.
- Interact daily with sales, underwriting, and servicing teams, business partners, customers, clients, and other internal and external partners of the Firm.

### Requirements

- 2+ years of work experience in a client service role and interest in alternative funding and technology
- Merchant cash advance experience required

- Excellent written / verbal communication and relationship management skills; ability to build and retain relationships
- Ethical with good judgement and decision-making skills
- Desire for learning and growth; ability to quickly learn industry and project management
- Team player with positive attitude and strong interpersonal and relationship building skills

**No recruiters, please.**