

Leading NYC SMB Alternative Financing Firm Hiring Sr. Business Development Account Executive

At 6th Avenue Capital, we know there are better ways to finance business growth. A leading alternative funder, we provide small and mid-sized businesses (SMBs) with fast, equitable access to capital. Join 6th Avenue Capital's growing team of good people, who are driven to get start-ups and established SMBs the money they need to take advantage of immediate business opportunities.

6th Avenue Capital, LLC, a privately-held investment firm in NYC, is hiring a Sr. Business Development Account Executive to foster partnerships with Independent Sales Organizations ("ISO's"). 6th Avenue Capital is looking for an individual who is motivated by cultivating relationships, not only in the moment when capital must be secured, but also over time. 6th Avenue Capital is interested in an individual with the initiative to find optimal solutions to drive additional referrals, quality deal flow and increased volume. The Ideal candidate must be professional, nimble, and thrive in a dynamic fintech environment.

This position comes with substantial growth opportunities.

Responsibilities

- Establish and grow relationships with a high volume of new and existing ISO's
- Mobilize ISOs to fund with 6th Avenue Capital through clear articulation of 6th Avenue Capital's focus and underwriting guidelines
- 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 throughput
- Prepare and plan for ISO visits i.e. introduce new products, analyze the types of deals the ISO is referring
- Resolve any outstanding issues with ISOs
- Review ISO performance and monitor ISO responses to renewals
- Interact daily with sales, underwriting, and servicing teams, business partners, clients, and other internal and external partners

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.