

Leading NYC SMB Alternative Financing Firm Hiring VP, Business Development

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 VP, Business Development to manage a growing team of Account Execs. The Ideal candidate is able to hire and foster a high performing team that successfully cultivates ongoing relationships with Independent Sales Organizations (ISOs). The ideal candidate has experience delivering results in a fast-paced, evergreen environment.

The candidate is part of the management team and is responsible for delivering accelerated growth.

Responsibilities

- Recruit, hire, onboard and coach Account Execs for ongoing success
- Manage to sales goals. Analyze team performance through data and reporting
- Serve as the "face of the 6th Avenue Capital" for ISOs
- Perform ongoing ISO outreach to build and cultivate relationships and stimulate additional activity
- Evaluate ISO performance and optimize for high quality deal flow
- Develop ISO programs to drive incremental volume
- Collaborate with internal partners - Underwriting and Marketing to ensure success

Requirements

- 3+ years of management experience
- 2+ years Merchant cash advance experience
- Excellent written / verbal communication
- Comfortable presenting at conferences and on regular webinars
- Ability to build and retain relationships
- Leads by example - Ethical with good judgement and decision-making skills
- Desire to motivate others
- Team player with positive attitude and strong interpersonal skills

No recruiters, please.