

Vice President – Private Debt Job Description

ATEL Ventures Inc., a leading provider of secured financing to emerging growth companies is seeking a Vice President – Private Debt who is a dynamic self-starter with at least five years of venture debt sales/lending experience to help cultivate our rapidly growing venture debt team.

The ideal candidate should have:

- A strong selling focus with up to five years emerging growth financing or commercial banking experience
- Relationships with leading venture capital firms, CXOs and entrepreneurs
- Proven ability to originate, structure, negotiate and close venture leasing and debt transactions that are between \$1-20 MM
- The ability to analyze business plans, financial statements, and projections
- No LBO and/or venture capitalist
- College degree in Business/Economics/Finance from a top tier university and an MBA preferred
- Must have been be a top sales performer over the last decade

Duties and Responsibilities:

- Leverage an ever-developing personal network of venture capital and entrepreneurial ecosystem contacts to self-generate new loan clients and effectively handle warm leads
- Analyze, underwrite and review key credit documents and present transactions to loan committee
- Manage documentation, negotiating terms, and closing credit requests
- Attend industry conferences
- Telemarketing

We offer a competitive salary plus commission, benefits, great employees, and a progressive environment that encourages growth.

A partial list of our benefits include:

- Medical, dental, vision, and life insurance
- 401K with generous employer matching
- Flexible benefits plan
- Commuter benefit program

ATEL Capital Group, headquartered in San Francisco, California, is a major equipment leasing company with expertise in all aspects of capital equipment financing and leasing, serving a wide range of industries. Since 1977 ATEL has priced, structured and negotiated in excess of \$25 billion of equipment lease transactions. ATEL Capital formed ATEL Ventures, Inc. to provide working capital and equipment financing term loans to emerging growth companies in information technology, life sciences, specialty retail and alternative energy. We currently own and manage over \$2 billion of equipment. We are committed to quality - in the services we provide and in the people that join our team.