

Director, Underwriting

About Espresso Capital:

Espresso Capital (Espresso) is a leading provider of venture debt solutions in the United States, Canada, and the UK. Espresso offers non-dilutive growth capital to leading companies in technology, healthcare, and other high-growth verticals. Over their more than 13-year history, Espresso has partnered with hundreds of companies and their investors, helping to accelerate growth, extend the funding runway, reduce cost of capital, and minimize dilution. Espresso is proud to have built one of the best venture debt teams in the world. Not only does their team bring deep experience and passion to their work, they're committed to Espresso's mission of empowering companies with innovative growth financing and runway extension solutions.

The Role:

Espresso is seeking an experienced, hard-working, detail oriented, energetic leader to join their credit team as a Director, Underwriting in Toronto. This is an exciting opportunity to work with one of the most active investors in North America's growing technology sector.

Responsibilities:

- Perform and lead due diligence process on direct investment opportunities
- Ability to work independently on the underwriting of credit loans
- Prepare and present supporting investment documents for Credit Committee
- Work closely with the loan origination team to develop new client relationships
- Provide leadership for supporting and monitoring ongoing client relationships
- Provide thought leadership on market trends in relevant markets
- Work in an entrepreneurial, fast paced, high growth environment
- Manage and mentor a team of direct reports in due diligence and portfolio management

Requirements:

- 10+ years of experience working in a similar position, such as venture capital, private equity, M&A, and technology banking
- Demonstrated experience in technology and entrepreneurship with a preference to experience working with and understanding SaaS business models
- 'A-team' player with demonstrated leadership capabilities
- Excellent communication skills, with the ability to effectively communicate across all levels within and outside the organization
- Experience mentoring and leading team members on diligence and portfolio management assignments
- Proven experience interacting with investment committees
- Strong ability to delegate and manage heavy workloads for both the team and individual
- Demonstrated ability to apply critical thinking and thrive in a fast-paced, high pressure environment

Benefits:

Compensation will comprise a competitive base salary and performance-based bonus along with a competitive benefits package and a RRSP matching program.

If you are interested, please forward a copy of your resume to Jordan Elias - jordan@collinsexecutivesearch.com. All inquiries will be kept strictly confidential.