

## ROLE PROFILE – LEVERAGED FINANCE ASSOCIATE

### LONG HARBOUR BACKGROUND

---

Long Harbour is an established real estate and asset backed investment manager headquartered in London. It was established in 2009 to help bridge the gap between illiquid asset classes, often with high barriers to entry, and institutional investors seeking to deploy capital into long-term income generating assets.

Long Harbour has a proven track record of AUM growth across its three investment programmes; Secured Income, Multi-Family and Opportunistic.

---

### ROLE OBJECTIVES

---

Core objective is to work on leveraged finance for existing assets and pipeline opportunities within a growing and ambitious team working in the Build to Rent Sector.

---

### KEY DETAILS

---

Salary: Competitive package

Experience: Proven strong experience, preferably in the banking environment

---

### KEY TASKS

---

- Negotiation and facilitating and managing of debt financing transactions, from term sheet to completion of the facility agreement, within target deadlines
  - Working with external lawyers and internal Fund Finance, Operations and Legal teams to deliver legal loan documentation
  - Running CP calls with all parties
  - A proactive approach to building key relationships internally and with banks and their respective teams on a professional basis, ensuring the promotion of the PRS team at all times
  - Working closely with the asset management, legal and finance teams to ensure external bank reporting and covenant requirements are met, including draw down notices and managing delivery of any conditions subsequent, and escalating instances where not
  - Responding to ad-hoc requests from the Fund or the banks
- 

### KEY ATTRIBUTES

---

- Willingness to adapt and ability to keep pace with deal origination and team growth
  - Proactive and positive approach to problem analysis and problem solving
-

# LONG | HARBOUR |

33 WIGMORE STREET, LONDON W1U 1QX | T +44 (0)207 723 8881 | F +44 (0)203 301 2641 | E info@longharbour.co.uk

- Good speech and presentation; excellent communication skills at all levels; confident with a practical/common sense approach and a professional attitude towards work
- Ability to deal with individuals at all levels, including the Executive Board in relation to confidential matters
- Ability to make timely decisions with an understanding of the consequences
- Demonstrate the ambition, professionalism, and ability to adopt progressively increasing responsibility
- Detail orientated and accurate
- Entrepreneurial spirit and driven by results
- Organised and thorough, with good attention to detail

---

## EXPERIENCE / QUALIFICATIONS

---

- A proven track record in Leveraged Finance is preferable
  - Aptitude for financial analysis and modelling
  - Good communication skills and Fluency in English is required.
  - Knowledge of and be interested in understanding facility related law background; LMA provisions and general banking facility terms.
  - Knowledge of guarantee structures.
  - General knowledge and experience of ISDAs and hedging.
  - Ability to lead negotiations with multiple parties, including banks and their advisors, in an effective and assertive manner to ensure companies interests are protected/improved.
  - Ability to review finance documents with finer implications and assess requisite approvals.
  - Ability to organise agenda, meetings and to maintain databases of documentation and information.
  - Ability to prepare credit papers for internal Investment Committee approval processes.
  - Educated to degree standard or equivalent.
  - Proven strong experience, preferably in a banking environment.
  - Advanced knowledge of full Microsoft Office suite essential; Excel and PowerPoint skills are particularly relevant for this role.
-