



## Job Title | **Transaction Execution Director**

### JOB PROFILE | Transaction Execution Director

BUSINESS AREA: **Fund Investment**

LOCATION: **London, SW1**

#### Role Overview

The Link Financial Group is one of Europe's largest investors in performing and non-performing distressed consumer and commercial finance receivables.

LCM Partners is the Group's investment management arm, also housing the Group's centralised investment and risk team, and is headquartered in London.

The Group also maintains proprietary servicing operations (Link Financial) which span the UK, Spain, Italy, Germany & Ireland, providing a strong footprint across Europe to both assist LCM in the origination, evaluation and servicing of portfolio opportunities. Its clients comprise the largest European banks and specialist consumer finance issuers. Established in 1998, the Group now employs c. 700 people.

The role plays a crucial part of the investment process allowing LCM to develop increased competency in a complex part of the investment process, reducing risk and improving efficiency in delivering on the funds objectives. The role will work across secured and unsecured transactions across all our markets and will report to the Investment Committee.

The role will be based in London but may require travel to the Group's overseas offices in Spain, Italy, Germany and Ireland and to client sites throughout these markets and the UK, as well as other markets where we might invest.

#### Financial Remuneration

- Competitive salary
- 25 days holiday
- Participation in Discretionary Performance Related Bonus (annually)
- Benefits to include private health insurance, pension and life insurance

#### Job Content

As a critical part of the investment function you the Job Holder you will be required to:

- Project manage the closing of the transactions – comprising investment, legal and operational aspects - primarily for the COPS strategy but also as applicable for the direct origination fund SOLO.
- You will liaise with all internal and external stakeholders to ensure transactions are closed effectively, with the aim of minimising cost and risk. You will work with the Investment Team.
- Review the investment model to ensure adherence to internal approach, that it is correct and that the outputs are correctly described in the GP paper.
- Ensure that appropriate KYC checks are completed with the Seller and that Fund Operations receives appropriate documentation.
- Ensure that the Seller is aware of the data and document requirements for the Debt Sale to meet our servicing, reporting and regulatory requirements.
- Ensure appropriate internal or external legal resource is appointed and that a budget has been agreed, and participate as required in the contractual negotiations.
- You will produce a summary of the SPA including any obligations for the Servicer and for the Fund and ensure that key dates are noted.



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- Consider the appropriateness of the transaction structure and the need for additional tax advice; managing the provision of such advice as required.
- Advise the Investment Committee on potential risks to cost, liability, timing or investment returns which you identify and devise solutions to mitigate these risks pre or post-closing.
- Work with the selected Servicer to ensure an AMA is in place and fully documented, servicing fees are agreed, and that the Debt Sale data is securely transferred and boarded to the account management system.
- Work with Fund Operations to ensure that they are aware of the transactions, expected timing and any additional items they need to be aware of - notably in relation to liquidity, capital calls, closing payments and fund accounting.
- You will ensure that all costs related to the transaction; third party due diligence, servicer due diligence, LCM investment team expenses are collated and submitted promptly and in line with policy.
- Work with CRO and Operations to ensure timely conclusion of investment approval process both internally and with the fund boards.
- Where additional transfer of legal title and asset registration is required, you will ensure the appropriate persons are engaged and monitor performance of the process.
- You will work with the Portfolio Management Team to ensure that the portfolio is correctly incorporated into the fund reporting.
- Provide a detailed report to the IC on the status of each transaction at the end of each week.

### **Work Experience and Qualifications**

- Job Holder must be capable of carrying out the tasks detailed in the Job Content.
- Minimum of five years of experience in the financial sector, consultancy or a professional services firm.
- Other relevant professional/financial qualifications may also be of benefit.
- Good knowledge of NPL markets.
- High level of technical knowledge regarding investment analysis and portfolio valuation techniques.
- University graduate preferably with a specialisation in finance, accounting, investment analysis, financial management or statistical analysis.

### **Skills**

The skills listed below are considered the minimum requirement for the role:

- Analytically fluent.
- Fluent written & spoken English to a high standard.
- Strong interpersonal skills to facilitate accurate and professional communication at all levels.
- Strong communication skills – articulate, confident and self-assured, in order to deal effectively and appropriately with all individuals internally and externally.
- Numeracy with strong mathematical ability to assimilate and analyse data are essential.
- Deal execution skills including comfort with negotiating legal documentation.
- Microsoft Office - particularly Excel - to an advanced level.
- A second European language would be an added advantage (Spanish, French, Italian, German, Polish or Portuguese).
- Ability to understand the rationale and mechanics of private credit investments.
- The aptitude to deal with volumes of project activity and to multi-task.