



Star Hill Financial LLC

Franchise Executive Sales Officer

Primary responsibilities will include:

- Prospect and develop new franchise finance client relationships. Quick Service Restaurants preferred
- Manage existing client relationships
- Meet new business volume production and portfolio growth goals set by management
- Evaluate all aspects of potential transactions including financial position of clients and transaction structure
- Work well with the credit and documentation teams in delivering service and managing risk
- Develop strong external and internal relationships
- Will travel as required to be successful

Candidates background should match these qualifications:

- Bachelor's degree (preferred)
- Experience in franchise finance with a verifiable track record of production
- Excellent communication, presentation, and negotiation skills
- Strong knowledge of franchise products and structure
- Proficiency with MS Word, Excel, Outlook, and T-Value
- Strong cold-calling capability, attention to detail and a commitment to exemplary service are required
- Ability to understand financial/credit policies and review financial statements of targeted clients
- The ability to work independently from a remote location
- We have office locations in Hackensack NJ and Fairfield CT

We offer employee benefit package, including:

- Generous commission programs
- Comprehensive health benefits, including vision and dental options
- 401K with company match

Star Hill Financial LLC is a certified Women Business Enterprise (WBE) and independent financial services company that is focused on equipment and franchise finance. Star Hill's business is comprised of three divisions: Equipment Finance, Franchise Finance and Advisory Services. For more information, please visit our website www.starhillfinancial.com

Star Hill Financial LLC is an equal opportunity employer that is committed to diversity and inclusion in the workplace. We prohibit discrimination and harassment of any kind based on race,

color, sex, religion, sexual orientation, national origin, disability, genetic information, pregnancy, or any other protected characteristic as outlined by federal, state, or local laws.

This policy applies to all employment practices within our organization, including hiring, recruiting, promotion, termination, layoff, recall, leave of absence, compensation, benefits, training, and apprenticeship. Star Hill Financial makes hiring decisions based solely on qualifications, merit, and business needs at the time.

For more information on Star Hill Financial LLC, visit www.starhillfinancial.com