

## **Business Development Associate – Hilco Receivables**

### **Job Description:**

Hilco Receivables is seeking an enterprising and enthusiastic business development executive to fill a critical sales at one of the world's leading financial services organizations. We seek a smart, outgoing and motivated sales leader with strong interpersonal skills that is looking to grow with our organization and build a long and successful career.

The candidate should have sales a minimum of two years outside sales experience preferably in the financial services market place calling on banks, restructuring firms, law firms, etc. The individual will be responsible for direct selling of Hilco Receivable collection services and distressed debt acquisition deals. This position will focus on establishing and maintaining B2B relationships and achieving aggressive sales objectives.

### **Reporting:**

This position reports to the CEO of Hilco Receivables.

### **Background on the company:**

Hilco Receivables ([www.hilcoreceivables.com](http://www.hilcoreceivables.com)) provides consumer and commercial distressed debt monetization and valuation services, to include underperforming or non-performing accounts receivable and loan portfolios. Hilco Receivables can acquire debt using its own capital or can readily structure a contingency fee transaction that maximizes value for a client and best serves its business objectives. Hilco Receivables leadership has decades of experience in collecting virtually every category of consumer and commercial debt in North America and Europe. As such, it understands and rigorously complies with all sovereign laws and industry standards (i.e. health care HIPAA regulations) as well as debt collection industry best practices pertaining to the collection process, thereby ensuring clients of trouble-free transactions.

Hilco Receivables is part of Northbrook, Illinois based Hilco Global ([www.hilcoglobal.com](http://www.hilcoglobal.com)), the world's leading authority on maximizing the value of business assets by delivering valuation, monetization and advisory solutions to an international marketplace. Hilco Global operates more than twenty specialized business units offering services that include asset valuation and appraisal, retail and industrial inventory acquisition and disposition, real estate and strategic capital equity investments

### **General Responsibilities:**

- Develop business plans to accomplish sales objectives.
- Monitor activity vs the plan and take corrective action when necessary.

- Develop strong working relationships with the banking community, with a commercial receivables emphasis, focused on identifying needs and providing solutions.
  - Achieving assigned revenue quota.
  - Develops and maintains a pipeline of new/additional business
  - Initiates contact to identify and qualify new revenue opportunities.
  - Follows up with prospects to review proposed solutions, pricing, determine project start dates and obtain signed contracts.
  - Other duties as assigned by manager
- Position Qualifications:**
- Self-motivated with excellent cold calling skills and the ability to generate leads through calling, emails, face to face outreach and social media.

**Skills Required:**

- Detail-oriented and deadline-driven.
- Time management skills, ability to multi-task.
- Team player who is resourceful enough to work independently
- Experience with Word and Excel; PPT; etc.
- Requires a BS/BA (or higher) degree with a minimum 5 years proven sales success.
- Must possess excellent written and verbal communications skills with comprehensive experience using a modern CRM
- Must be an energetic, enthusiastic, highly motivated team player with a demonstrated ability to “close” business.
- Willingness & ability to travel

**Requirements:**

- 2+ years sales experience
- Bachelor's degree, preferably in business, accounting or related fields.

**Compensation:**

Opportunity to earn six figures with base salary plus commission  
Benefits package including healthcare and 401K