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Maxim Commercial Capital, LLC
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Job Profile: Asset Manager

THE COMPANY

Maxim Commercial Capital, LLC ("Maxim") is a growing specialty finance company headquartered in West Los Angeles, CA. Maxim is focused on providing senior and subordinated financing of up to \$3.0 million to small and lower middle-market businesses across many industries secured by equipment and real estate collateral. (www.maximcc.com)

THE POSITION

The Asset Manager is a vital member of the Portfolio Management team with a direct impact on company profitability. This person is responsible for managing the repossession, valuation, transportation, refurbishment and remarketing of equipment – mostly used Class 8 through Class 6 trucks – that have been returned from subprime lessees and debtors. This Asset Manager's main goal is to substantially expedite and increase Maxim's net proceeds from the sale of transportation assets and equipment.

JOB RESPONSIBILITIES

- Provide and develop primary and secondary market channels for the resale of returned equipment.
- Evaluate and process the equipment– mostly tractor trucks –repossessed from or returned by subprime borrowers.
- Establish remarketing prices based on current market conditions and the condition of the equipment.
- Select and supervise third-party providers of inspections, repossessions, appraisals, repair & refurbishment, transportation, storage and the re-sale of used trucks and equipment.
- Evaluate repair work estimates, repair bills and the quality of work being done. Prepare work orders and approve payments.
- Track and report the status of returned equipment as it moves through the remarketing process.
- Maintain a current and accurate database of inventory assets including remarketing proceeds and costs by asset age, model and configuration.
- Bring best-practices to Maxim's asset management efforts – systems, procedures, expertise & training.
- Proactively implement effective and efficient policies for a seamless interface with other Maxim departments while accommodating fast growth.
- Prepare periodic portfolio reports to track asset-based risks such as residual exposure, equipment concentrations, value expectations and other vulnerabilities.
- Meet performance goals and deadlines for the remarketing of returned trucks and equipment.
- Make sound decisions and share your knowledge through mentoring, coaching and training.
- Contribute to management meetings, communicate with and prepare reports for senior management.

QUALIFICATIONS

Knowledge and Skills:



- 8+ years' experience in successful truck asset management roles.
- Substantial current and historical knowledge of Class 6-8 truck values (along with the retail, wholesale & auction remarketing channels).
- A good understanding of the truck and trailer valuation trends and what drives them.
- A broad and deep understanding of the owner-operator trucking business, involving Class 6-8 trucks.
- Proven management ability with a clear record of success, particularly with truck assets in a subprime portfolio.
- A strong grasp of Class 6-8 truck mechanics and the cost of service and repairs.
- Familiarity with the typical practices of truck repair shops and new & used truck dealers.
- Exceptional communication skills (verbal and written).
- Strong, persuasive negotiating skills.
- Effective time management skills.
- Strong interpersonal skills.
- Proficient in Microsoft Word, Excel and Google applications, and the ability to quickly learn new systems.

Preferences: (Helpful but not required)

- College BS or BA degree. Spanish speaker.
- Knowledge of the truck titling process for owner-operators, garage liens, UCC law, repo agents, work-outs and the replevin/litigation process.
- Familiarity with Salesforce, SOARR and other equipment financing portfolio management systems.
- The ability to project future residual values of equipment.
- A large network of remarketing channels such as, dealers, wholesalers, exporters, auctioneers, and salvage yards.
- Based in Los Angeles, CA.