



## ***Confidential Position Overview***

ASLON has been retained to conduct a search for a General Manager for a company that provides commercial and residential financing of heating, ventilation and air conditioning (HVAC) equipment.

**Company.** Our client works with manufacturers, contractors and distributors across the country and has a reputation for delivering the lowest cost financing, a rapid response financing system tailored to meet their customers' needs, and superior customer service. The company, which is owned by a private investment and management firm, has the potential for significant growth and the owners are committed to provide the General Manager with the support he or she needs to ensure this growth is achieved in a successful fashion.

**Opportunity.** The Company operates profitably, is well capitalized, and is expected to grow significantly, both organically and through acquisition, over the next five years. The General Manager will lead the Company toward its aggressive growth goals of revenue and profitability as it becomes a dominant player in the industry. This exciting challenge will include growing the company's existing equipment financing markets as well as expanding into new adjacent markets and services. The ideal candidate for this General Manager position will have demonstrated capabilities growing companies and will have the ability to grow with the company as he or she takes the Company to this next level.

**Responsibilities.** The General Manager will report directly to the Partners of the investment firm and will be responsible for meeting the Company's growth and profitability targets by leading the day to day portfolio operations. The GM will deliver on these targets while maintaining the expected risk profile that aligns with the company's overall objectives.

**Qualifications.** The successful candidate will have 10 plus years of overall financial business experience with a minimum of five years management experience in consumer, commercial or corporate lending. Preferably, this will include experience in equipment or specialty finance leasing operations and demonstrated success managing and growing a business organically. The General Manager position requires an undergraduate degree in business, finance, accounting or similar field. A Master's Degree in a related business area would be a plus. The Company will offer an attractive compensation package that will include a base salary, a performance related bonus and equity participation.

*ASLON ([www.aslongroup.com](http://www.aslongroup.com)) is a leading, integrity-based, retained search firm, focused on identifying, assessing and delivering world-class leaders.*