

Director Description

Overview

Portage Point Partners (“Portage Point”) is an interim management and business advisory firm that partners with stakeholders during periods of transition, underperformance or distress.

Portage Point is currently seeking exceptional candidates to work on challenging performance improvement, strategic realignment, financial restructuring and other operational and financial advisory projects across a variety of industries. Our team members are frequently given significant responsibility beyond their prior experience level, creating opportunity for unconstrained personal and professional advancement.

Job Description

The Director role at Portage Point is a client delivery leadership position that represents a unique opportunity for highly capable professionals with a proven track record and relevant network. Directors will focus on developing new and existing client relationships as well as ensuring all aspects of strategic, operational and financial engagements are delivered with the highest quality, ethical standards, and impact. Directors, in addition to making substantial contributions to overall firm growth, should be prepared to lead challenging and complex projects within a small, collaborative team environment.

Service Delivery Responsibilities

- > Working directly with senior personnel (Managing Partner, Managing Director, and C-Suite) to develop comprehensive solutions to complex operational and financial challenges
- > Partnering with senior leadership to identify and formulate value creation plans, performance improvement plans, SWOT analysis, strategic alternatives and other transformational initiatives
- > Assessing organizational (and individual) structures and effectiveness
- > Identifying areas for operational improvements and cost reduction
- > Developing and implementing liquidity assessment and management tools [Associate Role?]
- > Structuring and incorporating streamlined processes to improve efficiencies
- > Identifying technological improvements / advancements that will impact operations and profitability
- > Implementing operational and financial controls
- > Developing detailed financial projections and business plans [Associate Role?]
- > Identifying and re-allocating resources to operational, growth, financial and strategic initiatives with highest risk adjusted return
- > Leading preparation of executive reporting packages including key performance indicators (“KPIs”), financial performance, budget, board of director presentations, stakeholder presentations, etc.
- > Leading various operational, financial and management meetings
- > Managing both internal and external communications

Business Development

- > Contributing to the origination and selling of projects including experience pitching to or partnering with senior executives, private equity firms, lenders, lawyers and other related buyers
- > Proven ability to drive business within own capabilities and cross-sell complementary service offerings
- > Established network and relationships that can yield an active referral base of high-quality opportunities



Qualifications

- > Bachelor's degree from a top undergraduate program
- > At least seven years of total experience with two or more years of investment banking, consulting, restructuring / distressed or private equity in addition to two or more years spent operating, investing, advising and / or servicing middle-market stakeholders
- > Proven leader in the delivery of high-value work that exceeds client expectations
- > Demonstrated capability of developing new business with new and existing relationships
- > Experience supervising other professionals and acting in a manner that serves to motivate, develop and bring out the best in others. Provides clear direction, coaching and mentoring to team members
- > Advises the client and makes decisions that demonstrate expertise understanding and synthesizing the core drivers of both the clients' business, situational analyses and the underlying complexity of the situation to maximize value
- > Top-tier organizational skills and attention to detail
- > Self-starter and entrepreneurial nature
- > Highest standard of ethics
- > Proven track-record of success in high pressure, time-constrained environments
- > High degree of maturity with a proven ability to interact with senior executives, private equity firms, lenders, lawyers, middle managers and line workers
- > Full mastery of financial modeling including ability to review four statement models, 13-week cash flow, dynamic KPI packages and complex ad hoc analysis
- > Ability to deliver and craft impactful presentations, with elevated attention to messaging, structure, formatting and quality control
- > Excellent written and verbal communication skills including strong email etiquette
- > Applicable professional certification(s) are preferred
- > Willingness to be responsive at all times
- > Open to frequent travel and work at client sites

Compensation

- > Highly competitive compensation with quarterly bonus payments, premium health insurance and 401(k) programs

Location(s)

- > Chicago / New York

Please send resumes to careers@pppllc.com