

Asset Acquisition Specialist

Madison Liquidity Investors (Madison) is currently seeking an Asset Acquisition Specialist to join our established Asset Acquisition team. Located in Overland Park, Madison Liquidity Investors is a recognized leader in the direct acquisition of illiquid financial assets. Madison provides holders of illiquid financial assets an opportunity to convert them to cash. Since 1996, more than 55,000 companies and individuals nationwide have chosen to sell their illiquid assets and debt-holdings to Madison and its affiliates.

The primary responsibilities of the Asset Acquisition Specialist will be contacting, negotiating, and closing transactions with certain holders of the Company's target investments. Additional aspects of the role include relaying key information about the investment or relevant case, persuasively articulating key sales points, and bringing transactions to a close. Other responsibilities include working directly with and supporting the VP of Asset Acquisitions on special projects, such as capital development for existing assets.

The candidate's attributes, abilities and professionalism are essential for success with Madison. We are willing to train the right person who is highly self-motivated and has the ability to excel in a very competitive market while projecting a professional attitude and has an interest in financial or investment sales and services. Ideal candidate is competitive, driven and has the ability to maintain high levels of activity on a daily basis. Candidates should possess solid financial aptitude with excellent interpersonal and communication skills.

Madison offers candidates a growing, entrepreneurial firm where hard work, initiative and results are rewarded; a firm where employees can learn and develop by being exposed to a diverse set of investment opportunities. In particular, this position offers employees an opportunity to be very involved in the growth initiatives of an alternative investment management firm and offer in-depth exposure to a specialized investment management company with a unique operating platform. For more information about Madison, visit our web site at www.madisonliquidity.com

RESPONSIBILITIES:

- Responsible for contacting (as well as receiving in-bound calls) new and existing asset holders
 - Make contact with appropriate decision makers to discuss case information, key sales points, determine interest level, and close accordingly
 - Relay key information about the current status and developments of these bankruptcies and LP/REIT investments to prospective clients
 - Maintain and develop relationships with appropriate decision makers to become their source for future transactions
 - Meet minimum production requirements, which include various activity measures, such as daily dials, talk time, contracts in, contracts out
 - Develop and implement plans to improve purchasing results over time
 - Assist with asset management and enhancement efforts which may include operational or cost analysis at the corporate or asset level
 - Facilitate contract negotiation, marketing support, sales support, and other operational support at the corporate or asset level
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SKILLS AND BACKGROUND REQUIREMENTS:

- College degree required (business or finance emphasis preferred)
 - Sales experience preferred with financial sales background a plus
 - Must have a strong sales personality including excellent closing skills
 - Must have the ability to function independently and as a member of a team
 - Must have the ability to handle stressful situations and work efficiently under pressure
 - Strong commitment to customer service
 - Excellent communication and interpersonal skills
 - Strong attention to detail, organizational skills, time management skills and excellent work ethic
 - Must have the ability to adapt to changing priorities and demands
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