

Equipment Asset Manager

Position Overview:

NFS Leasing is a leading independent equipment leasing and finance company, specializing in providing businesses with financing for essential use assets for their operations. We are seeking an experienced and highly motivated Equipment Asset Manager to join our dynamic team. If you have a strong background in asset management, a deep understanding of equipment valuation, and a proven track record of maximizing asset value throughout its lifecycle, we want to hear from you. The role can be based in Beverly, MA or can be remote, and will report to the Chief Credit Officer. This role entails frequent travel to customer sites for on-site equipment inspections, as well as visits to vendors, manufacturers, and industry-related events as necessary to fulfill job responsibilities.

Responsibilities:

1. Asset Evaluation and Valuation:

- Conduct thorough assessments of leased/financed equipment to determine their current market value, considering factors such as condition, brand, model, age, technological relevance, and market demand.
- Employ your expertise and collaborate with appraisal teams, vendors, manufacturers, resellers, existing customers, and equipment brokers to provide valuations for individual assets.
- Collaborate with cross-functional teams to ensure accurate and reliable asset valuation processes.

2. Market Analysis:

- Stay updated on market trends, demand fluctuations, and pricing dynamics in the equipment leasing industry.
- Analyze secondary and resale markets to make informed decisions on when and where to sell assets for maximum returns.
- Identify opportunities to exploit market trends and capitalize on emerging demand for specific equipment types.

3. Logistics and Cost Analysis:

- Evaluate the costs associated with deinstallation, transportation, and storage of leased assets.
- Collaborate with operations and logistics teams to optimize asset movement, ensuring minimal expenses while maintaining asset integrity.
- Provide insights on cost-efficient deinstallation and relocation strategies to maximize profitability and monitor the effectiveness of various disposition strategies and adapt approaches based on performance metrics.

4. Relationship Management:

- Foster relationships with existing customers, vendors, and industry partners to facilitate asset sales and foster collaboration.
- Cultivate a network of equipment vendors, brokers, dealers, and potential buyers to enhance asset resale opportunities.
- Collaborate cross-functionally to align asset management strategies with sales, marketing,

and customer service efforts.

Requirements/Qualifications:

- BS or BA degree or equivalent asset/equipment management experience
- Minimum of 5 years of experience in equipment asset management, preferably within the equipment leasing industry.
- ASA or equivalent appraisal certification is a big plus.
- Proficiency in asset valuation methodologies, industry standards, and market analysis. • Strong analytical skills with the ability to interpret complex data and trends.
- Excellent verbal and written communication skills with the ability to effectively communicate with equipment manufacturers, vendors, brokers and suppliers.
- Proficient in asset value modeling, cost analysis, and market research tools.
- Results-driven mindset with a track record of optimizing asset value and return on investment. • Self-motivated, proactive, and capable of working independently and collaboratively. • Ability to travel to customer locations to view assets in person, to attend tradeshow or other travel as required.

About NFS Leasing Inc.:

NFS Leasing is a privately-held independent equipment finance leader with more than 16 years of experience. NFS provides equipment financing and secured loans to small and middle-market non investment grade companies in the U.S. and Canada.

NFS Leasing, Inc. is a collaborative and innovative workplace, serving growth-oriented companies with equipment financing.

NFS is committed to continued growth and is immediately adding to the team. NFS offers solid compensation along with a generous benefits package that includes 401K, paid volunteer, parental, bereavement and longevity/recharge leave, as well as medical, dental, life insurance, PTO.

NFS Leasing, Inc., is an equipment finance company headquartered in Beverly, MA, and known as ‘THE story lender’. Visit our website at: <https://nfsleasing.com>

We are an equal opportunity employer and give consideration for employment to qualified applicants without regard to race, color, religion, sex, national origin, sexual orientation, disability status, protected veteran status, or any other characteristic protected by federal, state, and local law.

NFS is committed to the health and safety of our associates, candidates, and customers.

Compensation commensurate with experience and success.

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