**JOB DESCRIPTION**

**Position: Telecommunications Portfolio Financial Analyst**

**About Us**: Falcon Capital Advisors is a growing management consulting firm with deep experience in real estate, mortgage finance, banking, and capital markets. We help financial services companies, mortgage lenders, technology providers and government agencies overcome their biggest challenges and achieve their goals. Our expertise, combined with our well-earned reputation for integrity, has made us a valuable resource for our clients on a variety of strategic and operational issues.

**About the Position**: This person will provide expert financial analytical services to support the management and monitoring of a portfolio of Federal government loan and grant awards. The portfolio is focused on telecommunication and broadband facility construction, so the ideal candidate must have familiarity with that industry.

Specific responsibilities include but are not limited to:

**Perform analyses of highly complex and diversified financial statements and forecasts involving commercial or non-commercial entities.**

* Conduct special analyses of the management, business, and financial operations of borrowers, including review and preparation of loan security reports for various telecommunications providers.
* Understanding of long-term debt instruments and its impact on other creditors
* Review current procedures for processing and servicing loans and make recommendations on potential problems associated with security and feasibility finding for new telecommunications loans as well as ongoing projects.
* Provide technical review and analysis of borrowers' financial statements and audit reports in lieu of compliance.
* Investigate and analyze actual or potential loan security cases and develop recommendations and corrective action plans to minimize the loss exposure.
* Develop reports with recommendations regarding fiscal irregularities along with corrective action
* Prepare, analyze, interpret and review nonstandard and standard legal documents in support of telecommunications loans, mergers and acquisitions, and grants for commercial and non-commercial entities.

**Evaluate telecommunications organizations operational and financial characteristics in processing complex loans, grants, mergers, assumptions and lien accommodations.**

* Monitor borrowers' "Past Due" reports, which include following up with borrowers for additional information.
* Advise and guide borrowers with respect to operations and loan matters.
* Participate in meetings and conference calls with regarding operations and loan matters.
* Initiate and compose correspondence to borrowers and others on all matters related to operations and loan matters.
* Participate in the development and modification of practices and procedures consistent with overall Agency practices and procedures.
* Provide guidance, policy direction and review to various stakeholders on loan servicing functions as well as the development of financial analysis training programs.

**About You**:

The successful candidate will possess the following qualifications:

* Expert knowledge of a wide range of qualitative and/or quantitative methods for the improvement of complex management processes and systems.
* Skilled in applying Government lending program policies, practices, laws and regulations related to rural telecommunications systems, along with an expert knowledge of credit risk and financial statement analysis.
* Comprehensive knowledge of loan and grant regulations, policies, procedures, practices, and operations to serve as a program authority to both internal and external stakeholders.
* Perform a variety of extensive studies and analyses of highly complex and/or unprecedented borrower requests, review and analyze financial· statements that will be presented in various ways based on applicable accounting requirements.
* Decisions regarding what needs to be done include consideration of substantial uncertainties in approach, evaluation processes, and the interpretation of complex, business and financial data.

**Salary**: $100,000+ depending on experience and expertise. We offer a full package of benefits, including medical and dental insurance, commuter benefits, performance-based bonus plan, and a 401(k) matching plan.

**Location**: Employees work out of the firm’s Washington, DC, office at Metro Center, or at client offices as needed. Minimal travel is expected.

Job Type: Full-time