

Contact

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Top Skills

Series 79 - Investment Banking License

Series 63

Series 24

Jeff French

Managing Director, Head of Corporate Technology Banking - HSBC
San Francisco Bay Area

Summary

Head of Large Corporate Technology Banking - West Coast at HSBC

A senior executive with over 25 years experience delivering complex financial products to corporate customers and financial sponsors:

- Building and developing corporate banking teams
- Strong track record of establishing and growing relationships
- Focus on deepening relationships with sustainable and profitable cross selling strategies
- Experienced in structuring complex transactions including: capital markets, project finance, securitizations, structured leases and off-balance sheet finance
- Superior credit skills and workout experience including: Wells Fargo Special Assets Division, ABN AMRO and GE (private equity and financial sponsor debt). ABN AMRO West Coast Credit Committee and TriplePoint Capital Investment Committee.

Specialties:

- Technology Banking
- Corporate Finance & Capital Markets
- Mezzanine Debt: Technology & Life Sciences
- GE Crotonville Advanced Leadership Program
- Greenbelt Certified: GE Six Sigma
- FINRA Series 24, 79, and 63 licensed

Experience

HSBC

Head of Corporate Technology Banking - West Coast
2013 - Present (7 years)
San Francisco Bay Area

Pacific Edge Billing Companies

Chief Executive Officer

2009 - 2014 (5 years)

Pacific Edge Billing Companies serves as a platform for building a portfolio of medical billing practices. Sold the company in December of 2014 after a successful six year run.

Citi

Senior Vice President

2011 - 2013 (2 years)

San Francisco

Senior Relationship Manager responsible for developing and managing commercial banking relationships with Technology companies in the United States.

TriplePoint Capital

Managing Director, Head of Middle Market Finance

2008 - 2010 (2 years)

Market and execute M&A finance, recapitalizations and private capital raises with a technology and life science focus.

- Member of investment committee
- Developed credit guidelines and market targets
- Led buyout team
- Led mezzanine finance effort
- Lead clean tech project finance initiative

NewStar Financial

Managing Director, Head of West Coast

2006 - 2008 (2 years)

Market and execute M&A finance, recapitalizations and private capital raises with a middle market focus. Achievements include:

Established office location, negotiated lease, purchased furniture and equipment and hired staff of three professionals.

GE Commercial Finance

Managing Director

2000 - 2006 (6 years)

San Francisco Bay Area

Market and execute M&A finance, recapitalizations and private capital raises with a middle market focus. Highlights include:

- Lead Arranger: \$200mln structured financing (sponsor owned Fortune 100 company)
- Lead Arranger: \$150mln securitization for Fortune 1000/sponsor owned company
- Lead Arranger: \$60mln multi-currency global revolver for sponsor owned company
- Co-arranger: \$570mln revolver, term loan and second lien facilities

Achievements include:

- Merged unprofitable internet company into successful business services entity averting \$17.5mln loss for GE
- Initiated, negotiated and closed Preferred Series F in Xenogen, Preferred Series E in Point Biomedical; Subordinated Debt in Interstar Security
- Served as Administrative Agent and Lead Arranger in new senior debt financing for American Coin

ABN AMRO

Managing Director

1987 - 2000 (13 years)

San Francisco Bay Area

Managing Director and Global Relationship Manager

- Served as Regional Manager for 37 professionals
- Lead arranger and syndication agent on over \$3bln in complex financing solutions
- Served over 50 different bank participants in agent capacity including amendments and workouts
- Proactively marketed additional products to existing relationships including capital markets products, cash management, derivatives, foreign exchange, leasing, trade finance and fee advisory
- Established new relationships including credit reviews and credit extensions on a \$2bln portfolio
- Developed new industry focus – gaming. Grew portfolio to 12 relationships in two years
- Founding member of Technology Banking

Achievements include:

- First synthetic lease transaction for ABN AMRO
- First receivables purchase facility for ABN AMRO
- First inventory purchase facility
- Successful workout of 2 waste product fueled power projects - reversing \$24.5 million loan loss

Education

Saint Mary's College of California

MBA, Finance · (1991)

California State University-Sacramento

BS

Harvard Business School Executive Education

Private Equity Investments, Private Equity

Northwestern University - Kellogg School of Management

Advanced Corporate Finance Program

Stephen Covey Training

Covey Leadership Program