

# JOHN HENKEL

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## COMMERCIAL FINANCE SALES EXECUTIVE

A **relationship-driven** sales executive experienced in building quality commercial finance portfolios that are often programmatically driven and exceed yield expectations. A **consultative sales approach** has been a mainstay to achieving success in competitive markets and understanding underserved capital needs to promote new finance product offerings and programs.

**COMMERCIAL REAL ESTATE FINANCE • SALE/LEASEBACK FINANCING • DIRECT ORIGINATIONS •  
VENDOR PROGRAM IMPLEMENTATION & MANAGEMENT • FRANCHISE FINANCE**

## CAREER SYNOPSIS

### **BREVET CAPITAL** - Chicago, IL

*Director of Business Development* (5/2014 – present)

Business Line: Commercial Real Estate Finance Group of a NYC hedge fund providing mezzanine financing to EB-5 compliant CRE projects.

Business development lead for \$100MM construction mezzanine finance group since unit start up. Establish relationships with USCIS approved regional centers, MF/hospitality/senior living developers, real estate advisory firms and EB-5 industry stakeholders. Structure deals that maximize IRR's, comply with USCIS rules and regulation and are synchronized with our capital exposure off load strategy.

#### Key Results:

- Negotiated strategic relationship with USCIS approved exemplar enterprise greatly expanding firm's EB-5 program footprint and leading to equity stake in the enterprise. IRR expectations exceed 20% with coupon and interest scrape.
- Closed a \$12MM Philadelphia waterfront land acquisition loan (33% LTV) which included a 50% profit share with developer. Remarketing and vertical development of subdivided plots provides potential for \$100MM+ new EB-5 loans.
- Sourced & reviewed over \$2.5B in EB-5 projects giving rise to \$115MM in approvals and fundings.

### **PICABOO, CORP.** - Kane/DuPage, IL

*Licensee/Dealer* (9/2012 – 5/2014)

Acquired exclusive business development rights for corporate launch of an online, digitally printed publishing platform giving schools, churches and social organizations the ability to create and publish yearbooks/directories using our free web based software and then selling the product through an online "storefront" portal created by each book publisher at no charge.

#### Key Results:

- Awarded multi- year publishing agreements with 10 schools generating annual revenues of \$94k by the '13/'14 school year and revenue of \$10k from non-school clients.
- Sold dealership back to Picaboo in 10/14 for residual rights approximating 110% of initial investment.

### **BREVET CAPITAL** - Chicago, IL

*Regional Market Manager* (4/2011 – 9/2012)

Business Line: Principal Finance Group of a NYC hedge fund monetizing contractual or highly predictable receivables and revenue streams.

Developed and implemented opportunistic investments in the acquisition of charter school receivables impacted by state funding delays, cash flow timing issues with other esoteric governmental receivables and attorney fees earned in civil judgements.

#### Key Results:

- Monetized \$1.75MM of deferred State of California and Minnesota charter school payments with IRR's exceeding 18%
- Developed a relationship with State of Illinois to monetize payments due state vendors delayed by state's fiscal issues

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## ***BANC OF AMERICA LEASING & CAPITAL, LLC - Chicago, IL***

*Senior Leasing Specialist, SVP* (6/2004 – 2/2009)

Business Line: Global Vendor Finance group of \$30B leasing subsidiary of Bank of America specializing in direct/indirect vendor financing.

Program implementation and onsite management of a private label FMV vendor leasing program at Navistar Financial Corp ("NFC"). Provided NFC sales force training on FMV positioning to enhance OEM equipment sales. Direct deal interface with Navistar, Navistar dealers, NFC and their customers on private label and several large direct fleet deals to support OEM sales.

### Key Results:

- Built FMV acquisitions portfolio in excess of \$400MM with return on equity capital 122% of target.
- Created WOR direct program supporting strategic fleet sales resulting in incremental lease business of \$82MM.
- Developed TRAC funding option optimizing vendor sale proceeds and generating \$20MM+ in annual acquisitions.

*Senior Program Specialist, VP* (2/2003– 6/2004)

Program implementation and onsite management of a direct retail vendor finance program with SAP, a \$15B international Enterprise Resource Planning software company, supporting the sell through of SAP ERP platform to Fortune 1000 companies. Provided vendor sales force training and direct deal engagement with vendor clients to maximize sales efficacy.

### Key Results:

- Grew the positioning of financing proposals in sales presentations from 0% to 55% in 12 months.
- Exceeded first year funding target of \$50MM by 130% by positioning pre-approved credit lines early in the sales cycle, mapping payment strategy to functionality and reducing reliance on software discounting.

*Regional Sales Manager, VP* (2/2001– 2/2003)

Reestablished strategic franchisor relationship with Foodmaker, Inc to support a corporate store divestiture program and new build franchise restaurants. Introduced business valuation model to support existing store recap product.

### Key Results:

- Achieved NIM spreads 144% of target by monetizing business value equity to support franchisee acquisition growth.
- FBCC became #1 strategic funding partner for corporate divestitures of Jack in the Box stores in 2001 & 2002.

## ***INTERNATIONAL FRANCHISE CAPITAL, LLC - Chicago, IL***

*Founding Member* (5/1997– 2/2001)

Summary: Collaborated with four industry executives in the start-up and business development of a franchise finance loan originations platform which closed and securitized over \$500MM with Deutsche Bank, AG and Nomura Securities leading to the successful sale of the company to Heller Financial in 2000.

## ***SANWA BUSINESS CREDIT CORP. - Chicago, IL***

*National Account Manager* (5/1990-5/1997)

Summary: Established strategic franchise financing programs with Foodmaker, Inc. (Jack in the Box) and Applebee's Inc. to become the preeminent franchise capital provider for acquisitions and turn-key ground up development in each concept. Program loan originations exceeded \$200MM under each platform.

## EDUCATION

Northern Illinois University – DeKalb, IL  
B.S. Finance