



Factoring Mentors

As of July 17, 2017

Sorted by Zip Code

IFA Mentors help teach how to operate in the world of Factoring. Mentors connect with people and give them the perspective that they need to move ahead. They may provide advice on how to handle situations and people and they will draw from their own body of experience to share insight, wisdom, and knowledge.

Mission Statement

Mentors will:

- Seek to identify specific member needs and expectations
- Promote goodwill; impart knowledge/skills unique to the factoring industry
- Share their knowledge of IFA's services and benefits
- Establish strong relationships with members to facilitate long-term retention

Outcomes

- Instruct
- Cultivate business relationships
- Learn about industry needs/expectations
- Develop networks
- Create opportunities for information sharing
- Transfer experience

Indicators

- Membership growth
- Reduction in member losses
- Increased member participation

Name: Vincent Galano

Company: Prime Capital Group

565 Highway 35, Suite 10

Red Bank, NJ 07748

Email: vin@primecapitalgroup.com

Phone: 732-758-0900

Cell: 735-861-3502

Website: www.primecapitalgroup.com

Title: President

Started in Factoring: 1994

Started in Finance: 1985

Personal Summary: 1985 graduate of Providence College - BA in Finance

Clerked on floor of New York Stock Exchange (Kalb Voorhis & Co) 1985 - 1987

Controller of Convergent Solutions, Inc. (publicly traded software and consulting firm) from 1987 - 1994.

Founder and President of Prime Capital Group, Inc. (1994 - Present)

President G&A Realty, Inc. (1997 - Present)

Founder and Managing Director of PF Funding LLC (2005 - Present)

In addition, I have mentored several people who have become either Factors or Factoring Brokers since 1995.

Name: Einat Steklov

Company: Coral Capital Solutions

275 Madison Avenue, Suite 2014

New York, NY 10016

Email: Einat@Coralcapitalsolutions.com

Phone: 212 219-0159

Cell: 347 200-2288

Website: www.coralcapitalsolutions.com

Title: President

Started in Factoring: 2005

Started in Finance: 1997

Personal Summary: Einat leads Coral Capital's strategic direction, business development and structuring of financing solutions. Her unique combination of business acumen with legal proficiency enables Coral Capital to offer its clients creative financing solutions in complex and special situations.

Prior to joining Coral Capital, Einat was the president of a factoring company where she was responsible for business development, sales and branding; prior to that, Einat was a senior executive at a venture-capital-backed e-commerce company that she co-founded. Einat is a lawyer by training and had practiced law both in New York and in Israel. She holds an MBA from Columbia Business School and an LL.B. from Tel Aviv University School of Law. She served as a Lieutenant in the Israeli Defense Forces. Einat is currently on the board of directors of the New York Contemporary Credit Club, and is a board member on the Commercial Finance Association and serves on its committees.

Name: John Martin

Company: General Electric Company - GE Energy
4200 Wildwood Parkway, Bldg. 3200, 11-02A-04
Atlanta, GA 30339

Email: JohnF.Martin@ge.com

Phone: 678-844-3726

Cell: 770-543-9995

Title: Executive Counsel - Finance

Started in Factoring: 2009

Started in Finance: 2003

Personal Summary: As Executive Counsel - Finance for the GE Global Monetization Center of Excellence, provides result-driven commercial legal counsel and support for the global monetization (factoring/syndication) of trade receivables across the Power & Water, Energy Management, and Oil & Gas business verticals and serve as a monetization subject matter expert for other business verticals across the GE industrial landscape. Additionally, in order to standardize and simplify strategic approaches and gain synergy through collaboration, serves as the facilitator of the GE Industrial AR Factoring Council comprised of legal and controllership representation internationally across the General Electric Company. Customer centric with a proven track record of timely execution and ability to think “outside of the box”, have an innate ability to direct, mentor, motivate and drive success across global cross-functional teams in normal or critical situations to meet market, financial, customer, and shareholder objectives.

Name: Gail Reints

Company: Sky Business Credit

4037 Main Street

Downers Grove, IL 60515

Email: greints@skybusinesscredit.com

Phone: 630-541-7161

Cell: 630-333-8040

Website: www.skybusinesscredit.com

Title: President

Started in Factoring: 1997

Started in Finance: 1997

Personal Summary: I have almost 20 years experience in factoring in all aspects of the business including credit, operations and sales. I currently own my own factoring business which launched in December, 2010 and previously worked for both large and small factoring companies. I have proven expertise in growing portfolios and hiring and training staff needed to facilitate quick growth while balancing risk with profitability.

Name: Robert Meyers
Company: Republic Business Credit
20 W. Kinzie St. Suite 17001
Chicago, IL 60654
Email: rmeyers@republicbc.com
Phone: 630-788-5100
Cell: 630-788-5100
Website: www.republicbc.com
Title: Chief Commercial Officer, Managing Member
Years in Factoring: 12
Years in Finance: 12
Personal Summary:

10 Years at Bibby Financial Services broken down in several roles - 2006-2015
- 1 Year as Graduate Trainee Manager (London & Chicago offices)
- 5 Years as BDO - 4 years as Top national performer
- 3 Years as Head of Sales (Midwest & Northeast Regions)
- 1 Year as Interim Managing Director - Western Region - Risk, Sales, Operations all reported into MD based in LA.

2 Years (2016-Present)
- Owner and Managing Member of Republic Business Credit
- Sales, Underwriting functions report into Chief Commercial Officer
- Joint Strategy & Capital with CEO and the other managing member

Name: Sue Duckett

Company: Accord Business Finance

2001 Midwest Road, Suite 303

Oak Brook, IL 60523

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Phone: 708-710-5960

Website: www.accordfinancialus.com

Title: EVP - Head of Operations

Started in Factoring: 1995

Started in Finance: 1994

Personal Summary: I started in the invoice financing industry in 1995 with the Bank of Scotland.

I then joined Bibby Financial Services in 2001 as Senior Client Manager and was responsible for growing 3 different UK offices, with both funds employed and client numbers.

In 2006 I was relocated to Hastings, UK as Operations Director and doubled the portfolio in 4 years, making this one of the largest offices within Bibby Financial Services, with close to 500 clients and \$70m funds employed.

As an active member of The Asset Based Finance Association in the UK, I was involved with lectures and regularly presented at seminars for local businesses and banks.

Name: Todd Weber

Company: Transfac Capital
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Salt Lake City, UT 84075

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Phone: 801-575-6500 ext. 124

Cell: 801-391-5279

Website: www.transfaccapital.com

Title: Credit Manager

Started in Factoring: 2005

Started in Finance: 1998

Personal Summary: 18 years of experience in the fields of factoring and collections. Proven ability to identify and thoroughly research and analyze issues, then develop and implement processes and strategies to resolve those issues, improving the company's bottom line and contributing to its success.

CANADA

Name: Oscar A. Rombola

Company: Accutrac Capital Solutions ITC

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Canada

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Cell: 416-451-3367

Website: www.acutraccapital.com

Title: VP Business/ President Canada Chapter

Started in Factoring: 1997

Started in Finance: 1992

Personal Summary: Suggests checking LinkedIn page at:

https://www.linkedin.com/in/orombola?authType=NAME_SEARCH&authToken=-wXi&locale=en_US&trk=tyah&trkInfo=clickedVertical%3Amynetwork%2CclickedEntityId%3A15274153%2CauthType%3ANAME_SEARCH%2Cidx%3A1-1-1%2CtarId%3A1476972399574%2Ctas%3Aoscar%20rombola