



MOLLOY ASSOCIATES  
AT A GLANCE

SERVING THE  
BEST IN  
EQUIPMENT  
FINANCE





# Serving the Best in Equipment Finance

Since 1972, Molloy Associates has provided exceptional executive search services on a nationwide basis to employers in the equipment finance and leasing industry. Our deep industry knowledge at the recruiter level and unparalleled access to prospective candidates make Molloy Associates the best option for your search needs.

We have successfully recruited executives for the top 25 Monitor 100 companies from within and outside the industry. Our boutique recruitment agency values quality over quantity. Our expertise and specialization makes us the chosen source for equipment finance and leasing recruitment.

If you want top talent, you deserve the benefits of Molloy Associates' unique resources to fulfill your hiring goals. When you retain our recruiting services, you can rest assured that we will endeavor to understand your needs and provide quality candidates.





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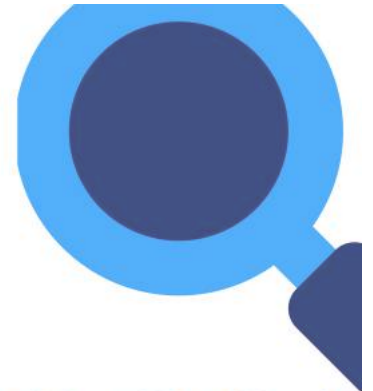
# Molloy By the Numbers



fill rate for senior positions



Sister company, Monitor Magazine readership



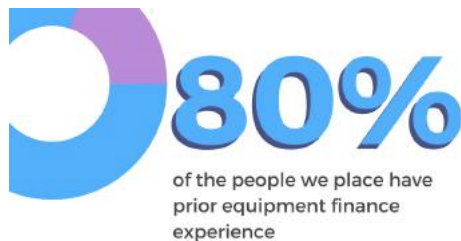
repeat business  
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repeat business



# of years in financial services of the Molloy Associates' leadership team

65

Number of placements by senior recruiter Jim Cavaghan in last 4 years



of the people we place have prior equipment finance experience

PLACEMENTS

50%

percent of placements are in Sales and Business Development



Number of years in business



IT, Credit, Finance, Accounting, Marketing, Operations, Asset Management and Syndication

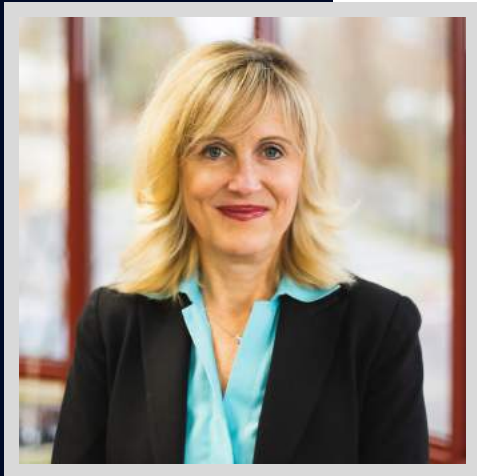
# Representative Search List

Function	Position	Type of Company
Asset Management	Asset Management Leader	Bank
Finance	Chief Financial Officer	Independent Leasing Company
Leadership	SVP Transportation Chief Operating Officer	Independent Leasing Company Bank
Legal	General Counsel	Independent Leasing Company
Marketing	Digital Marketing Manager Marketing Manager	Independent Leasing Company Independent Leasing Company
Operations	VP Portfolio Operations Documentation Manager	Bank Bank
Risk	Underwriting Manager ABL Underwriter Chief Credit Officer	Independent Leasing Company Bank Independent Leasing Company
Sales	VP Structured Finance EVP Sales VP Equipment Finance Director Clean Technology Regional Sales Manager – Aircraft Sales Enablement Leader VP Commercial Leasing VP Direct Sales Program Manager	Independent Leasing Company Independent Leasing Company Bank Independent Leasing Company Independent Leasing Company Independent Leasing Company Bank Independent Leasing Company Bank
Syndication	Syndication Manager	Independent Leasing Company
Technology	Director IS	Independent Leasing Company





## Team | Leadership



### LISA RAFTER, SENIOR PARTNER

Lisa Rafter is the owner and president of Molloy Associates. She is also the publisher of Molloy's sister company, the Monitor magazine, the leading publication in the equipment finance industry. Lisa has been publishing in the financial services industries for over 25 years and also publishes ABF Journal, DealMaker Magazine, and Commercial Factor.

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### JIM GAVAGHAN, SENIOR VP

Jim Gavaghan spent 33 years at GE Capital and served as a Senior Managing Director in GE's Corporate Finance Division and also led the Corporate Finance Group's Mid-Atlantic Region for 20 years. Jim joined Molloy in October 2015 and has utilized his industry expertise to successfully work with clients to fill roles within various functions/levels in the client's organization.

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### SUSAN CAMPBELL, SENIOR VP

Susan Campbell spent 30+ years in specialty lending and served as Chief Operating Officer and Head of Underwriting for Real Estate Banking at PNC. Susan Joined Molloy in October of 2019 and is using her commercial lending and banking experience to work with clients to fill roles within their organizations.

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