



■ **JACK MURPHY**  
Director  
SLR Credit Solutions

**J**ack Murphy is a director with SLR Credit Solutions and is responsible for structuring and underwriting asset-based and cash flow loans, as well as portfolio management for existing investments. Working side by side with management teams, Jack has experience across various industries, including retail and consumer products, transportation and logistics, and healthcare services. Prior to joining SLR Credit Solutions, Jack was a vice president in the asset-based lending group at Santander Bank. Jack began his ABL career in the healthcare finance group at Wells Fargo Capital Finance.

Jack received his Bachelor of Science in finance and marketing from the University of Maryland, and is a CFA charterholder. He resides in the Boston suburbs and enjoys seeing concerts and traveling with his wife, and they are expecting their first child in June.

#### **What role has mentorship played in your career?**

Mentorship has played a significant role in my career and has helped me develop and advance professionally. At each organization I've worked at I have identified both a traditional, senior mentor, as well as a junior mentor who is closer to me career-wise and has been in my shoes recently. I've been able to rely on numerous senior mentors for skill development and career advice. Junior mentors have been instrumental in helping with the day-to-day and navigating team dynamics, particularly when joining a new organization or transitioning roles.

At SLR there's no shortage of people who want to help others learn, develop their skills, and progress in their careers. While I've picked up new mentors since joining SLR in 2022, I've also been lucky to maintain mentors I've gained along the way. I look forward to taking the advice I've gained through mentorship and passing it along to those I one day have the privilege to mentor.

#### **What are your secrets to staying organized?**

I believe the most important part of staying organized is understanding priorities. As a lender I have many audiences I'm trying to coordinate, from internal stakeholders, borrowers/prospects, and outside firms such as lawyers or consultants, and they may not know about the other workstreams or other deals I'm working on. I start each week making sure I understand timelines and expectations with other stakeholders. Sometimes timelines are obvious, and other times this will involve a quick conversation with others to make sure we're on the same page. I can then go and set reminders or make to-do lists knowing what I need to accomplish and when.

#### **Can you share a pivotal moment or decision that significantly impacted your success?**

My first job out of college was in a role that I knew fairly quickly I'd want to transition out of, and I was looking for ways to boost my resume. At a friend's recommendation, I became a CFA candidate and had passed the first exam by the time I got serious about applying for other jobs. Having that on my resume helped show that I was hard working, serious about finding a role in finance, and provided for good discussion during interviews.

It's up for debate how relevant the material is to a career in ABL, but it definitely helped set my resume apart at the time. I can recall talking about the exam and the many hours spent studying that spring in my interview with Wells Fargo that, ultimately, led to joining the credit training program at Wells, and launching my career in secured finance.

#### **What strategies do you employ for networking and building meaningful professional relationships?**

It's difficult to build meaningful professional relationships by meeting people at networking events, but I find I'm best able to connect with people by trying to learn about something interesting that they have going on outside of work. This could be a trip they're going on or something bigger, like buying a house, getting married or expecting a child. This strategy usually leads to better conversation, something to remember someone by, and most importantly, a reason to follow up with them later or catch up with them the next time I see them.