



GLADSTONE SECURITIES

POSITION DESCRIPTION AND CANDIDATE SPECIFICATION

Position Title: Managing Director – Investment Banking
Company: Gladstone Securities is the broker dealer that raises money for the Gladstone funds.
Reports To: Chairman, David Gladstone
Location: McLean, VA (a suburb of Washington DC)

Education

Required: BA or BS College degree from a good university
Desired: Degree in Business
Desired: MBA

Experience/Skills

Required: Current and significant capital markets experience raising equity for public companies with a recognized brokerage house
Required: Ability to develop relationships with retail and institutional investors as well as relationships with stock analyst
Required: Communication skills to support the development of investor presentations and respond to investor inquiries
Required: Solid knowledge of financial statements and ability to communicate them to the public
Required: Passed appropriate FINRA exams (7 or 79 and 63).
Desired: Understanding the financial services industry including the investment, legal and regulatory aspects of BDC's and REIT's.
Desired: Excellent knowledge of social media

Personal Attributes

- Uncompromising personal integrity. Must believe in and follow our code of ethics as found on our web site.
- Tenacious in meeting deadlines, with a strong sense of urgency and good self-management discipline.
- Organized and efficient, with the ability to define priorities and manage tasks.
- Self-motivated with strong work ethic and ability to work without close supervision.
- Good interpersonal and communication skills.
- Must be highly presentable to the public
- Strong ability to present and interface with investor community.
- A team player who listens to internal and external inputs.

Position Responsibilities and Goals

- I. Lead the development and execution of a pro-active investor outreach program to support each of the Gladstone funds.
- II. Work with the fund presidents to develop the story to be communicated to the public in press releases, reports, at conferences and road shows.
- III. Work with stock research analysts to insure the story of a fund is accurate.
- IV. Monitor capital market activities and develop new types of equity funding sources
- V. Coordinate the execution of any fund capital market issuances.
- VI. This position is a “selling position.” The person must be able to sell our story to the stock-buying public. This is not an Investor Relations position. We have an IR person to answer stockholder’s questions, put out press releases, prepare annual reports and handle the general IR duties.

Salary, Benefits and Miscellaneous Information

- Base salary and a bonus based on money raised.
- Savings plans: 401K Plan, 529 College Savings Plan, Section 125 Flexible Spending Accounts and Deferred Compensation Plan
- Insurance plans: Health, Dental, Vision, Life, STD, LTD and AD&D all fully paid for by the Company.
- Leave: Vacation, Sick and Holidays

Company Information

Gladstone Management
1521 Westbranch Drive, Suite 100
McLean, VA 22102

www.gladstone.com

Contact: David Gladstone, please send me your resume
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