



JENNIFER BORG
Senior Account Executive,
North Mill Capital

Jennifer is a senior account executive at North Mill Capital, where she manages a portfolio of client relationships. She has worked with hundreds of clients in various industries and has maintained favorable relationships with the clients, bankers and referral sources by providing a high level of customer service. She supervises and leads an internal collection department responsible for the collection of factored receivables. Jennifer collaborates with in-house counsel with preparation and negotiation of legal documents. She has contributed to the development of policies and procedures that have been implemented into long-term best practices. She took the lead in composing training guides for new employees, for the account executive position as well as the collection specialist position. She was a developer of a system to manage credit compliance among the team with a scorecard system. She has written and led Lunch and Learn training seminars to provide ongoing education for her teammates. Jennifer also assists

selecting candidates to interview as well as conducts interviews, and is involved with the training and development of staff in areas of portfolio management, credit and collections.

Her skill set includes factoring, asset-based lending, credit, collateral analysis, credit underwriting, collections, liquidations, legal documentation, customer service, leadership, staff development and risk management.

Since 2010, she has been on the steering committee of a Women's Forum, an affinity group of the Minnesota Chapter of the Risk Management Association, which facilitates

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women in the risk management career field with professional enhancement education and networking opportunities. As a member of the steering committee, she assists in developing event topics as well as event planning and marketing.

Jennifer graduated cum laude from The College of Saint Scholastica, in Duluth, Minnesota, with a Bachelor of Arts degree and majored in business administration.

When informed she was one of the CFA

40 Under 40 recipients, Jennifer replied, "I am honored to be a recipient of the CFA's 40 under 40 awards and feel privileged to receive this recognition. Having been selected as one of the forty from many successful and talented candidates is a distinction I am truly thankful for. Throughout my career I have assisted in the growth and survival of small businesses and, while that itself is rewarding, I am humbled and appreciative to be recognized for my service."

Her nominator, Rochelle Hilson, senior vice president - Minnesota operations manager, North Mill Capital, said, "What is impressive is that Jennifer began her career in factoring 15 years ago without formal training in it, asset-based lending or financial products. Throughout the years she has taken the initiative to assume additional responsibilities which advanced her into a Senior Account Executive Role at North Mill Capital. She has taken on a leadership role in North Mill's factoring group and has become an expert in operations, legal documentation and collateral analysis. Her drive, reliable intuition and intelligence make her an integral part of our company and the factoring community in Minneapolis."

3 INTERESTING FACTS:

I purchased a "fixer-upper" home and have designed, remodeled and refinished several rooms myself.

I am just getting into running. I ran my first 8k in May.

I've watched every movie on the American Film Institute's top 100 films.

THE NORTH MILL CAPITAL TEAM
PROUDLY CONGRATULATES OUR COLLEAGUE

JENNIFER BORG



ON BEING SELECTED AS
A 2016 40 UNDER 40 AWARD WINNER



Jenny has been a valuable member of the team since 2001
and we look forward to her continued contributions and success.



North Mill Capital is a national asset-based lender and factor
financing small and middle-market businesses.

www.northmillcapital.com

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