

# Fund Finance Friday



## From New Talent to New Data – Bob Hayes Joins; FFA Publishes Inaugural Survey

June 18, 2026

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## Welcome Bob Hayes

June 18, 2026



By **Wes Misson**  
Co-Managing Partner



This week we welcomed Bob Hayes, a top advisor to leading financial institutions and non-bank lenders on large commercial lending and middle market loan transactions. Bob brings deep experience representing lenders in complex commercial lending matters, with a primary focus on asset-based lending (ABL) and structured finance.

Upon the anticipated completion of the merger that creates Hogan Lovells Cadwalader on July 1, Bob will be based in the combined firm's Los Angeles office. His expertise in sophisticated ABL and cross-border transactions, together with his California roots, will be a real asset for our clients. With Hogan Lovells Cadwalader's expanded global platform, Bob's experience handling multi-jurisdictional financings will be especially valuable to our European and Asian clients.

Read the press release announcing Bob's joining the firm [here](#).

I've known Bob for quite some time and am looking forward to working closely with him in my capacity as Hogan Lovells Cadwalader's Global Managing Partner for the Finance Practice. I'm excited for the ideas and energy he will bring to the firm and can't wait to see what we achieve together.

### Q&A with Bob Hayes

I asked Bob a handful of questions to give you insight into his practice and his view of the market.

*Q: What motivated you to join the firm?*

A: I first became familiar with Cadwalader in 2015 when you and your then colleague, Mike Mascia, first joined the firm. I recall hearing from you how impressed you were with the quality of the people, the strength of the Finance practice, and the firm's culture of excellence and collaboration. When I learned of the upcoming merger and the opportunity to help build and expand an elite finance platform on the West Coast, it immediately captured my attention.

As I met with leaders across both Cadwalader and Hogan Lovells, I was struck not only by the depth of talent and sophistication of the combined finance practice, but also by the shared commitment to collaboration, client service, and growth. And the upcoming merger creates a truly global platform with exceptional capabilities across a wide array of financing products and jurisdictions. It became clear to me that this was a unique opportunity to join a firm that is both market-leading today and exceptionally well positioned for the future.

*Q: What first attracted you to finance, and how has your career evolved?*

A: My interest in finance began before law school. I earned a degree in accounting and worked at Bank One, then led by Jamie Dimon, as an underwriter and relationship manager, including during its merger into JPMorgan Chase. While working there, I completed an MBA in finance and marketing from The Ohio State University's Fisher College of Business.

That combination of business and banking experience naturally led me to finance law. Over the course of my career, I have advised financial institutions, other lenders, and borrowers across a broad range of finance transactions, with a primary focus on asset-based lending, but also including structured finance, acquisition financings, cash flow facilities, recurring revenue financings, cross-border transactions, restructurings, and REIT financings.

What has remained consistent throughout my practice is my focus on helping clients navigate complex financing challenges with practical, business-oriented solutions. That perspective, shaped by both banking and legal experience, continues to inform how I advise clients today.

*Q: How would you characterize the current state of the finance market in your primary practice area, and what notable trends are you observing?*

A: The asset-based lending market has experienced a period of adjustment driven by economic uncertainty, interest rate volatility, increased competition from private credit providers, and heightened scrutiny of collateral valuations. These factors contributed to tighter underwriting standards and longer execution timelines across many transactions.

At the same time, we are seeing renewed optimism among many banking clients, particularly on the West Coast. Institutions are increasingly focused on loan growth and market expansion. We are also seeing a number of historically more regional banks investing in their ABL capabilities and expanding into new geographic markets, including California and the broader Western United States.

Taken together, these trends suggest a market that is becoming increasingly competitive and dynamic, creating opportunities for lenders and their counsel to provide innovative financing solutions and strategic advice.

*Q: Where do you see the most potential for growth in finance over the next few years, and what forces will drive that growth?*

A: I see significant growth opportunities across the West Coast, Mountain West, and Texas markets, where many established and emerging lenders are expanding their lending platforms and seeking sophisticated counsel on increasingly complex transactions. The combined firm's global reach and deep finance capabilities position us particularly well to support these institutions as they grow.

I also see meaningful opportunities to expand relationships with private equity sponsors, fund managers, and alternative capital providers, particularly as private credit continues to evolve and play a larger role in the financing ecosystem. The breadth of the combined firm's fund corporate and finance, fund finance, restructuring, and regulatory capabilities creates a compelling platform to serve clients across the full lifecycle of their transactions and investments.

Personally, I am excited to leverage my relationships throughout the banking and investment communities while collaborating with colleagues across the firm to help clients access the full range of resources and experience that Hogan Lovells Cadwalader can offer.

## FFA Releases Inaugural Industry Survey

June 18, 2026

### 2025 INDUSTRY INSIGHTS



The Fund Finance Association (FFA) has released its inaugural Industry Survey, which features responses from 93 lenders on topics such as market size, lenders' Fund Finance portfolio sizes, product offerings by firm, and length of market participation.

The survey is available for download [here](#).

# George Pelling to Serve as Panelist at 10th Annual European Fund Finance Symposium

June 18, 2026

**10TH ANNUAL**



**EUROPEAN FUND FINANCE SYMPOSIUM**

JUNE 24, 2026 | OLD BILLINGSGATE | LONDON

Cadwalader Fund Finance Partner George Pelling will be a panelist at the 10th Annual European Fund Finance Symposium, taking place in London on Wednesday, June 24. He will take part in the 2:05 p.m. session "SubLines: The second coming?," which will focus on how SubLine structures are evolving.

The full event agenda is available [here](#).

## **Location**

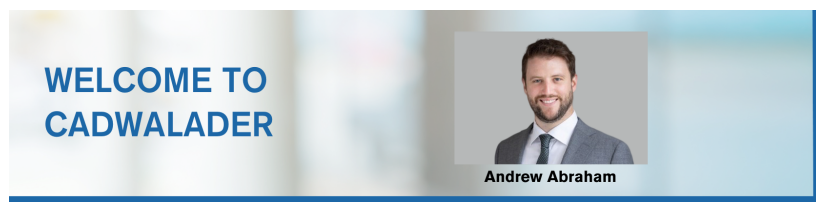
1 Old Billingsgate Walk  
Riverside, 16 Lower Thames St,  
London EC3R 6DX

Individual passes for the 2026 European Symposium are £2,000.

You can register now [here](#).

## Welcome to Cadwalader!

June 18, 2026



Please join us in welcoming Andrew Abraham to Cadwalader!

**Andrew Abraham** recently joined Cadwalader as an associate on the Fund Finance team in New York. Andrew worked at leading Australian law firms, advising on banking, finance, and regulatory matters and supporting clients across the construction, energy, and infrastructure industries.

Andrew earned his J.D. from the University of Sydney and his Bachelor of International Studies from the University of New South Wales.

## Fund Finance Hiring

June 18, 2026

Fund Finance Hiring

Here is who's hiring in fund finance.

**Cadwalader, Wickersham & Taft LLP** is seeking associates with three to six years of relevant experience for its Fund Finance practice in New York, Charlotte or London. Qualified candidates will have experience in syndicated lending, commercial lending, leverage finance, fund formation, CLOs, asset-based lending, NAV financings or acquisition financings. Candidates must possess excellent academic credentials and solid legal experience. Selected candidates will get extensive interaction with preeminent bank, asset manager and lending clients. If interested, [please email Margaret Cart](#).

**HSBC Innovation Banking** is seeking a Vice President - Coverage Relationship Management, Strategic Solutions in London. The position reports to the Head of Coverage and the individual will be responsible for developing and managing relationships with a portfolio of sophisticated Private Equity, Private Credit and Venture Capital clients, supporting the Debt Finance team with the structuring of fund finance solutions, and managing the transaction process, including capital call facilities, NAV lines and Co-Invest/GP financing solutions. Candidates must have strong prior and relevant experience leading client relationships and delivering banking and fund finance lending solutions. Learn more [here](#).

**Partners Group** is seeking a Fund Financing Lead in London who will be responsible for all fund finance related aspects of the direct and secondaries strategies as well as evergreen products across Partners Group's Equity, Infrastructure, Private Debt, Real Estate and Royalties asset classes. The role will include independently structuring and negotiating financings across different funds/products and asset classes and proactively generating value-enhancing ideas and solutions for products/funds and leading the implementation. Candidates must have 10+ years of fund financing and/or capital markets experience in a leading bank, asset management firm or law firm. Learn more [here](#).

The **Fund Finance Association**, after nearly 12 years of fostering engagement and collaboration in the fund finance industry, is seeking its inaugural Chief Executive Officer. Spencer Stuart, a global executive search and leadership advisory firm, is assisting with this recruitment. Applications and inquiries may be directed to Spencer Stuart at [FFACEO@SpencerStuart.com](mailto:FFACEO@SpencerStuart.com).

**SouthState Bank** is seeking candidates to fill two positions, including:

A **Private Capital Solutions Relationship Manager** who will be responsible for supporting the new client development and relationship management activities for the Fund Finance group. The role will include client portfolio management, sales support for new client opportunities, risk management and underwriting of new and existing client opportunities and cross-functional support for new client onboarding. This is a remote role and candidates must have a minimum two years of commercial banking, financial services or PE/Venture fund experience. Learn more [here](#).

A **Fund Finance Portfolio and Sales Associate** who will be responsible for supporting new business activity and ongoing portfolio management for Fund Finance relationships. The role will include client onboarding and diligence coordination, portfolio and credit support, and treasury and deposit support, among others. The individual can be based in Raleigh, Durham, Atlanta, or Richmond. Candidates must have one to three years of experience in commercial banking, credit support, portfolio management, fund administration, or a related financial services role. Learn more [here](#).

**Stifel** is seeking a Director/Managing Director of Fund Banking (Fund Finance). This individual will be the lead business development position for New York City and surrounding northeast geographies and will be focused on building new Fund Banking/Fund Finance business with VC/PE firms and being the senior relationship manager to those firms. Learn more [here](#).

**Redding Ridge Asset Management**, which was established and seeded by Apollo Global Management, is seeking an Associate, CLO Structuring to join the firm's dynamic Structuring & Advisory team, supporting both its market-leading global CLO issuance business and other platforms within the Apollo ecosystem utilizing securitization technology. Learn more [here](#).

**Goldman Sachs** is seeking a Vice President on the Capital Call Financing (CCF) team in New York. This role sits at the intersection of origination, underwriting, and relationship management, supporting private equity and alternative investment sponsors with bespoke subscription finance solutions. The individual will be responsible for sourcing opportunities, structuring facilities, and ensuring disciplined credit execution in partnership with Credit Risk Management and broader Private Bank stakeholders. Learn more [here](#).