

Debt Financing



PROFILED:

SETH E. JACOBSON

Skadden, Arps, Slate, Meagher & Flom LLP







Debt Financing



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PERSONAL BIOGRAPHY

Seth Jacobson is global head of Skadden's banking group. He represents lenders and borrowers in connection with various types of sophisticated financing transactions in a wide variety of industries. His typical transactions include acquisition financings, leveraged loans, asset-based loans, complex intercreditor arrangements, liability management transactions and leasing arrangements. He has been recognised as a trailblazer in finance, banking & capital markets by The National Law Journal and named one of Lawdragon's 500 Leading Dealmakers in America.

Skadden



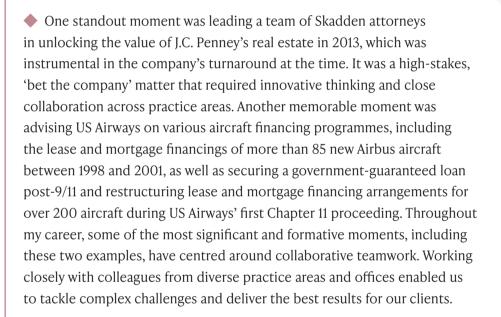
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Q&A WITH SETH E. JACOBSON

What standout moments in your career have significantly shaped your professional journey?



How do you mentor and inspire younger colleagues within your firm? Can you share a success story of someone you have guided?

 Mentoring younger attorneys is among the most rewarding aspects of my job. I focus on emphasising the importance of attention to detail, patience and perseverance, as these qualities are essential for success. I encourage young lawyers to approach their work with diligence, avoid rushing through tasks, and remain focused even when faced with difficult challenges. By creating a collaborative environment, I aim to inspire younger colleagues to develop their skills, think critically and approach their careers with confidence. Witnessing their growth and





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accomplishments, both at Skadden and beyond, reinforces the value of mentorship and the strong, team-oriented culture we have cultivated.



What qualities and values do you believe are essential for building strong, trusting relationships with clients?

◆ There are four qualities that I believe are most essential to building strong, trusting relationships with clients: patience, preparedness, availability and engaging with them outside of the office. A great lawyer must provide patient and level-headed advice to their clients. Attorneys should also be well-prepared for every interaction and show genuine interest in the client's business. Knowing what matters to clients from an operational perspective is as important as understanding their legal challenges. Being available is also critical; clients should know that they can reach us 24/7. Lastly, engaging with clients in social settings helps build rapport, deepen relationships and allows you to better understand their appetite for risk. These qualities not only strengthen client relationships but also ensure that both lawyer and client are aligned, paving the way for successful outcomes. ■

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REPRESENTATIVE ENGAGEMENTS

- Advised The GEO Group, Inc. in connection with its successful \$2bn liability management transaction.
- ◆ Advised New Fortress Energy Inc. in connection with numerous debt facilities totalling over \$5bn.
- ◆ Advised Kontoor Brands, Inc. in connection with its \$1.5bn credit facility, used in part to finance the acquisition of Helly Hansen.
- ◆ Advised Ashtead Group plc and its US subsidiary, Sunbelt Rentals, Inc., in connection with a \$4.75bn credit facility.
- Advised Bank of America, N.A. in connection with numerous financings for Sears Holdings Corp., totalling over \$2.5bn, including a \$1.26bn debtor-in-possession financing.
- Advised Fortress Investment Group and Brightline Trains in connection with numerous financings related to the construction of a passenger railroad in Florida.
- Advised Nufarm Limited in connection with its AU\$800m cross-border credit facility.

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