

18 December 2015

James Hay bulks up Sales teams

James Hay Partnership, the platform for retirement wealth planning, has bulked up its Sales department with the addition of Platform Consultants and new appointments to its Strategic Account Manager and Business Development Manager teams.

The platform has appointed Sam Turner and David Lucas as Platform Consultants providing face to face technical training to advisers. Sam previously worked at Aegon as a Platform Implementation Manager and David was already at James Hay as an internal trainer. Further hires have been made in the Strategic Account Managers team. Earlier this month Nicholas Sleep joined from LV= and Andy Mackleworth, who joins in January from AXA Life Invest. Both held account manager roles at their previous firms. And Emily Trenouth joins as a Business Development Manager from Metlife, where she held a similar role.

Director of Distribution, Paul Bagley, said: "Whilst other platforms are having to focus on making sure they're ready for Sunset, concerned with re-tooling or struggle to make a profit, we're fortunate not only to have been Sunset-ready since the word go but we also own our IT infrastructure. Those two facts, coupled with a financially robust parent which is committed to the UK platform market, means we're able to re-invest back into the business. This latest new hires all focus on providing our customers with more support and is just one area where that investment can be seen."

-ENDS-

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Notes to Editor

James Hay Partnership, the platform for retirement wealth planning, has been working with financial advisers and clients for over 30 years to administer pensions, savings and investments in a cost and tax efficient way. Today nearly 57,000* clients trust us to look after more than £18.5 billion* worth of pension and investment savings.



From the very first day we have challenged industry norms as we've responded to changing client needs - from being the first SIPP provider in the UK, through to developing our modular approach to retirement wealth planning, which we launched in 2013.

The Modular iSIPP embraces fair and flexible pricing meaning the customer only pays for what they use, while they use it. This has now been evolved through the Modular iPlan to include other non-pension wrappers such as GIAs and ISAs.

We are able to continue to innovate thanks to being part of the IFG Group, a focused financial services company specialising in the provision of independent financial advisory and administrative services.

Headquartered in Dublin, Ireland, IFG Group plc is listed on the Irish and London Stock Exchanges.

*as at September 2015

Any quotations are correct as at the date of the press release.