

Novia announces three new members to the sales team

Novia, the new independent wrap provider, is pleased to announce three new members who will be joining the sales team over the coming weeks. Charlie Hastings, Steve Wissett and Brian King will be joining Novia from Selestia Investment Solutions. Charlie, Steve and Brian will work alongside Chris French (whose appointment at Novia as regional sales manager for the North East was recently announced) and Paul Boston who will be heading up the team as Director of Sales. This brings the Novia sales team up to five with only one remaining vacancy for the Thames Valley region.

Steve Wissett will be regional sales manager for the North West Region, Brian King will take on the role of regional sales manager for the Midlands and the South West, and Charlie Hastings for Scotland and Northern Ireland. All three were previously regional sales managers at Selestia and then subsequently at the new integrated Skandia platform. All three will join Novia throughout August and September this year.

Bill Vasilieff, CEO of Novia said, "I am delighted that that Charlie, Steve and Brian are joining the Novia team. I have worked with all three of them in the past and all of them bring a wealth of experience, a very impressive sales track record, and are all highly experienced in dealing with a new model proposition. The near completion of the sales team is an important milestone for us as we head towards launch later on this year."

Charlie, who was at Selestia for over 5yrs prior to the 'Skandia' integration accumulated more money onto their platform than anyone else with the exception of Paul Boston, he was top sales consultant at Skandia last year, and said of his appointment:

"I'm looking forward to the challenge of promoting a brand new IFA focused service proposition. I've worked with most of the Novia team in the past and they probably have more knowledge and the experience of this type of 'service based' proposition than any other team in the UK. With the challenges that the IFA faces with RDR and TCF, Novia is in a fantastic position to work alongside IFAs on bespoke solutions to their individual businesses."

Novia will be launching to market in the autumn of 2008 and will offer advisers a fully integrated wrap service with web access to valuations and statements, as well as offering a broad range of investments from many different providers through one efficient system. A key part of the offering will be the provision of a strong service proposition helping to support the busy adviser in a changing market.

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