

February 2011

## **NOVIA ANNOUNCES THE APPOINTMENT OF DAVE CHESSELL**

Novia is pleased to announce the appointment of Dave Chessell as Regional Sales Manager for London and the South East. Dave joins Novia from Skandia, where he was the UK Sales Director responsible for over 350 members of staff, and an authorised board member of Skandia Life Assurance Co Ltd, MultiFUNDS Ltd and MultiFUNDS Assurance Ltd. Dave will succeed Paul Boston who will continue in his role as Sales Director, focusing on leading the sales team and sourcing new business opportunities.

Dave has worked in the industry for over 26 years starting his career at GA as an underwriter before moving to a sales consultant role in 1987, he then moved to Scottish Mutual, before joining Skandia in 1994.

Paul Boston, Sales Director at Novia said: "We are really delighted to have Dave on board, his knowledge of the industry is second to none and he has an excellent track record of producing superb sales results. Having worked with him in the past I am very much looking forward to having him as a key part of the sales team here at Novia."

Dave Chessell said; "I am looking forward to taking up my new position and working with Paul again. The level of change the RDR is bringing means that minimal legacy platforms are well placed to succeed. Smaller, more adaptable platforms such as Novia that have a culture focussed on technology, will flourish in a world that requires low overheads and propositions that are truly scalable. I am excited to be joining the team and look forward to working again with some of my ex colleagues."

Dave will be joining Novia on the 28<sup>th</sup> February.

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