

## **Sunsuper grows Retail Advice team to meet demand**

Sunsuper has recruited two new business development managers within its Retail Advice team to keep up with the Fund's growing expansion into the financial advice market.

Charles Black, QLD Business Development Manager, Retail Advice, and Gerard Bailey, NSW Business Development Manager, Retail Advice, who both join Sunsuper from Colonial First State, will take the Fund's Retail Advice team to 34 employees. This comes off the back of the appointment of Lauren Matthews as a Business Development Manager for Retail Advice in Melbourne in August 2018. Lauren came to Sunsuper from ING Direct.

The newly appointed BDMs will be responsible for continuing to build upon the great momentum in this channel and grow Sunsuper's membership and funds under management via financial advisers.

Sunsuper's Executive General Manager, Growth, Marketing & Advice Michael Mulholland said the new appointments will help Sunsuper take its award-winning products and services to more customers Australia-wide.

"I'm extremely excited about the appointments of Charles, Gerard and Lauren and the wealth of experience they each bring to Sunsuper," said Mr Mulholland.

"Since we launched into the national financial advice community nearly four years ago, we've experienced rapid growth in this market and worked extremely hard to showcase to advisers our investment capabilities, highly-rated products and profit-for-members philosophy. We're now on over 20 licensee APLs and have close to 3,000 advisers who frequently recommend Sunsuper when they're advising clients to invest in a high-performing, low-cost superannuation and retirement product.

"Advisers know that Sunsuper is a serious player in the retail advice space and that we're genuinely committed to supporting them over the long-term. These new appointments are testament to that."

Mr Black joins Sunsuper after nearly 11 years with Colonial First State as a Senior Business Development Manager. With more than 18 years' experience in the wealth management industry, he has also held roles at Old Mutual – Skandia in London, Asgard Wealth Solutions and Gunther Doyle Griffin.

Also joining Sunsuper after nearly 10 years with Colonial First State, Mr Bailey brings with him more than 19 years' experience in the financial advice industry including roles at ANZ, Macquarie, OFM Investment Group, Bluestone Group, CMC Markets Asia Pacific and ITC Limited.

Gerard Bailey joins Sunsuper on 21 January 2019 and Charles Black will start on 29 January 2019.

Sunsuper is one of Australia's largest super and retirement businesses with 1.3 million members and \$58 billion in funds under management.

**Ends**

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