

Sanlam Investments bolsters London distribution team

Who is Tom Conquest?

Tom Conquest has joined Sanlam Investments' wholesale distribution team as an Account Director.

Tom will be reporting to Liz Adnitt, Head of UK Wholesale Distribution, and his mandate will be to develop the boutique asset manager's relationships with London-based wealth managers, private banks and family offices. He joins from Axiom Alternative Investments, where he had been a sales director since 2020, responsible for the UK distribution of equity, credit and hedge fund strategies. Prior to Axiom, Tom spent seven years at Merian Global Investors, most recently as an investment sales manager.

Tom began his career as a broker at RK Harrison within the Trade Credit and Bonds team after graduating from the University of Nottingham with a BA (Hons) in Industrial Economics. Tom also holds the IMC.

And Tom Whitfield, currently an Account Director in Sanlam Investments' UK wholesale distribution team has moved across to help lead the firm's UK institutional efforts.

A word from our head of investment and risk

Chris Rodgers, Head of Investment and Risk says: "We are delighted to welcome Tom Conquest to our wholesale team. His extensive experience will help us to broaden and deepen our relationships with London's wealth community and showcase our range of innovative and differentiated specialist funds."

The recent sale of the Wealth and Life & Pensions businesses has given Sanlam Investments the independence and freedom to focus exclusively on building wealth through asset management. The team expansion reinforces Sanlam Investments' ambition to grow its sales force, which in turn will help underpin its goal of doubling in size over the next seven to 10 years.

Chris Rodgers, Head of Investment and Risk says: "It's no secret that since becoming an independent entity, we are planning to expand and do more of what we do so well, namely specialist, differentiated investment; and to that end we are looking to recruit great salespeople across both the wholesale and institutional space. We're delighted that both Tom Conquest and Tom Whitfield are part of that team."