

Sanlam recruits Richard Pursglove as Head of Distribution

Sanlam UK, part of global financial services group Sanlam Ltd, today announces the appointment of Richard Pursglove as Group Head of Distribution.

Richard has a career spanning over 30 years in both asset and wealth management, having started his career as an IFA. Having worked at Cazenove Capital Management as Sales Director from 2001, Richard went on to lead distribution in both sales and marketing functions for Gartmore Investment Management, Goldman Sachs Asset Management, Artemis Investment Management and more recently supported the integration of the global distribution team at Aberdeen Standard Investments during the merger.

Richard also has experience in providing consultancy support to firms, helping them develop their sales capability, optimising the distribution resources.

He will report directly to Sanlam UK CEO, Jonathan Polin, and will sit on the firms' Executive Committee.

Commenting on the appointment, Jonathan Polin said:

"I am delighted to welcome Richard to the company and working with him to develop our distribution capabilities. He has an innate understanding of the institutional, wholesale and financial adviser markets and a long track record of building high performing sales teams.

Sanlam has a highly attractive proposition including models, wrappers and funds. Richard is charged with using his significant skill-set to take these products and services to market, helping our clients meet their long-term financial goals as well as supporting our significant commercial ambitions."

Richard Pursglove said:

"Sanlam is a name synonymous with client-centricity and innovation, as demonstrated by its broad range of investment capabilities. I am looking forward to working with everyone at Sanlam, continuing to deliver their award-winning proposition through excellence in client service."