

IAN PALMER

CURRICULUM VITAE

Qualifications: BBS (Hons) - Bachelor of Business and Accounting (Waterford Institute of Technology)

I have 19 years' experience within the wealth/asset management space, initially as a Fund Administrator at State Street, Dublin, then moving to Australia where I worked as an Analyst and lastly an Accounting Manager at Tier 1 investment bank J.P. Morgan in Australia.

I developed a specific interest in executive search and in total have spent 16 years in the industry, first joining listed organisation, Ambition, as Divisional Manager, Banking and Finance, then promoted to Head of Client Engagement.

My next appointment was at T+O+M Executive which is Australia's largest and most successful financial services recruitment consultancy dealing with both IT & finance professionals in the accounting, audit, banking and technology disciplines in Australia, Asia and London. I held the position of Head of Funds Management/Services & Superannuation.

During my time in Australia I was also an Adviser to ACSA (Australian Custodial Services Association) which is the peak industry body representing members of Australia's custodial and investment administration sector. ACSA works closely with industry bodies on a pre-competitive basis to consult on new regulation, advocate positive change and to identify opportunities for improved efficiency, automation and standard market practice.

Upon my return to the UK I worked for Azon Recruitment as a Partner, responsible for leading international expansion focusing on the UK and European market with key elements of:

- Developing a senior network of CEO's/COO's and Country Heads within the Investment Management and Fund Services industry, focusing on the UK and Luxembourg market.
- Positioning myself as an industry advisor through industry associations and attending industry specific conferences across Europe.
- Developing and executing a sales strategy delivering growth and profit to the group.

Regrettably, Covid arrived and consequently I joined a family firm, The Coaching Manual, as Partnerships Manager. TCM is the market leading football/soccer coach education platform supporting 10,000 active users and my role is to identify partnership opportunities with Associations/Leagues and Elite Academies.

To further my ambition and utilise my experience in wealth/asset management and executive search, I also work as an Associate expert witness of employment expert consultancy, Trevor Gilbert & Associates.