

**David Wilkinson**

Director - Intermediary Distribution  
+44 (0) 1624 643719  
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David joined Standard Bank in December 2008 as Director and the new Head of the Intermediary Distribution team.

He has over 25 years of banking and financial services experience, working in both the Isle of Man (where he is now based) and Jersey. Latterly he had responsibilities for the investment services division both in the Isle of Man and in Gibraltar for a major International Bank. He has had experience in a wide range of financial services areas including retail,

operations, lending and investment management. His role will see him providing management and business development support for our IFA clients and networks.

**John Hall**

Director - Business Development, Europe  
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John works from Standard Bank's office in the Isle of Man. John has a long career in financial services having worked with Standard Bank for 16 years, working in a number of business development and marketing roles.

For the last ten years John has been responsible for developing business through intermediary distribution networks worldwide. From 2007 John took on an expanded role developing the growing business opportunities in Europe

and his focus will be to continue to grow our business across Europe.

**Veronica O'Brien**

Manager - Business Development, Middle East  
+ (0) 9714 3132451  
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Veronica joined Standard Bank in November 2007 as part of the Business Development team based in Dubai.

Veronica's role is to primarily develop existing and new IFA relationships across the Middle East, helping to manage business across a range of Standard Bank Offshore products. She works closely with her colleagues in the Isle of Man and Jersey, although she does work fully within the Wealth Management team in Dubai.

Veronica has lived and worked in Dubai for the last 11 years and brings a wealth of experience of the IFA market having previously worked with Scottish Provident International and more recently Friends Provident International.

**Neill Grimley**

Manager - Business Development, Asia and Isle of Man  
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Neill joined Standard Bank in January 2010 and is based in the Isle of Man as part of the Business Development team.

Neill is responsible for Intermediaries based in Asia and the Isle of Man. He brings over 12 years specialist experience to the company and has held a number of senior positions within the offshore banking sector. Neill has exceptional knowledge of the offshore financial services market, and is well poised to adapt to the changing needs of today's customers.

**Simon Buckerfield**

Manager - Business Development, South America and Africa  
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Simon joined Standard Bank in June 2010 and is part of the Business Development team.

Simon is responsible for building existing IFA relationships throughout South America and Africa. He will also focus on developing appropriate new IFA contacts within these two exciting and important markets. Simon has over 20 years experience of working within Business Development and Client Relationship Management in Isle of Man, Jersey, Dubai and India.

**David Cook**

Business Development Team Leader  
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David joined Standard Bank in July 2007 and is based in the Isle of Man. David previously worked for ten years within the Offshore Life Insurance industry providing customer services to the international IFA market.

David is responsible for providing support for the Business Development Managers, managing IFA introduced business and ensuring the delivery of a quality service to the intermediaries we deal with.

His focus is on ensuring we have correct and efficient systems in place to deliver a quality service for the application process and communication of our products to our intermediaries.

**Chris Moore**

Business Development Officer  
+44 (0) 1624 643701  
chris.moore@standardbank.com



Chris joined Standard Bank in July 2006 and his role in the Business Development team involves acting as the main point of contact for new business administrative queries from the regional sales managers and the Independent Financial Advisors.

He is also responsible for monitoring new business and arranging the payment of commission and providing support for the Business Development Managers.

## Contact details

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**Important information**

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The above entities are wholly owned subsidiaries of Standard Bank Offshore Group Limited whose registered office is 47-49 La Motte Street, St Helier, Jersey, JE4 8XR.

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Standard Bank Isle of Man Limited places funds with other parts of its group and thus its financial standing is linked to that of the group. Depositors may wish to form their own view on the financial standing of Standard Bank Isle of Man Limited and the group based on publicly available information. The latest report and accounts are available at [www.standardbank.com/wealth](http://www.standardbank.com/wealth)

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