Independent Trustee Services hires new Sales and Marketing Director as it pursues ambitious 2020 growth plans

Independent Trustee Services (ITS) is delighted to announce the appointment of Ian Terry as Sales and Marketing Director.

The move follows the successful management buyout of ITS from MMC last year.

Ian's career spans over 30 years in business development, client relationship management and marketing. His previous positions include Head of Sales (Pensions & Benefits) at Capita, and business development and senior account management roles at Aon.

Chris Martin, Executive Chairman of ITS, said: "I am delighted that Ian has chosen to join ITS. He has already demonstrated a proven track record in sales and marketing and in the creation, development and execution of successful growth strategies. His breadth and depth of experience brings yet another perspective to ITS's senior team and reflects the continuing demand for our services."

Ian Terry said: "I am delighted to be joining ITS at such an exciting time in its development. The ever increasing demand for professional trustee services, and our upcoming plans to further expand our talent base and launch new additional services, means we will be well placed to support all aspects of governance for DB and DC schemes during this interesting and challenging period of market change."

Notes to editors:

ITS was founded in December 1990. Between 2000 and 2019 the company was wholly owned by the FTSE250 company Jardine Lloyd Thompson Group plc ("JLT") but was operationally independent from them. In April 2019 JLT was acquired by the Marsh & McLennan Group of companies ("MMC"), which includes Mercer. Consequently, ITS exited from the MMC Group, with effect from 10 June 2019. ITS is now an independent business wholly owned by its board of directors. Executive Chairman Chris Martin was one of the firm's founding directors.

ITS won its first industry award in 2008, and is one of the inaugural members of the PPF's Trustee Advisory Panel.

ENDS