

Charles Stanley appoints Paul Measures as Head of Intermediary Sales and Strategic Partnerships (North)

London, UK – 13 February 2025 – Charles Stanley is pleased to announce the appointment of Paul Measures as the new Head of Intermediary Sales and Strategic Partnerships (North). Paul joins the team today, bringing with him a wealth of experience and a proven track record in the financial services industry.

Paul will work alongside Tom Hawkins, who holds the same position for the South. Together, they will focus on creating partnerships with Independent Financial Advisers (IFAs) and adviser networks across the UK to position Charles Stanley for future growth. Both report directly to Sean Osborne, Group Head of Sales.

Paul will be responsible for promoting Charles Stanley's core strategies and unique client proposition when working alongside intermediaries. This includes leveraging the strength of Charles Stanley's research and investment management capabilities to deliver multi-asset funds, Model Portfolio Solutions (MPS), bespoke investment solutions and the unique proposition Tailored Discretionary Management, which allows advisers to leverage all the benefits of outsourcing through an MPS whilst also reflecting their client's own investment views and individual needs.

In the new role, Paul will manage the day-to-day operations of the Business Development Team in the North of the UK and oversee the management of existing and the development of new strategic partnerships, including key National and Network relationships.

Paul joins Charles Stanley from Legal & General Asset Management (LGIM), where he served as the Head of Intermediary Sales for the past ten years. Prior to that, he held the positions of Distribution Director and IFA Sales Director for Key Accounts at Legal & General. With over three decades of experience in various sales and strategic roles, Paul brings extensive expertise and valuable connections to his new position.

Paul holds a Key Account Management & Sales Director programme certification from Cranfield University School of Management. His interests include marathons, travelling, gym, classic cars, and he holds a Private Pilot's Licence.

Sean Osborne, Group Head of Sales at Charles Stanley said: *"We are thrilled to welcome Paul to the Charles Stanley team. His extensive experience and deep understanding of the industry will be instrumental in driving our growth and strengthening our relationships with key partners."*

"At Charles Stanley, we are committed to expanding our solutions business, leveraging our ability to work closely with advisers. This allows us to tailor our investment offerings to meet the unique needs of their clients, ensuring we provide the best possible outcomes."

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PRESS RELEASE

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About Charles Stanley

Charles Stanley is a leading UK Investment Management Company. Its origins trace back to 1792. It provides services direct to private clients, charities, trusts and professional institutions. It also works with financial advisers, legal, accountancy and other professional services firms, supporting them with their client objectives.

It is dedicated to providing clients with the highest standard of service and peace of mind at every step of their financial journey, delivered by over 800 staff located in 26 offices across the UK. Its services comprise:

- **Investment Management Services**, offering personal discretionary, advisory and execution-only services.
- **Asset Management**, providing investment solutions serving retail, institutional and intermediary clients, such as our model portfolio service (MPS), mutual funds and fiduciary management.
- **Financial Planning**, advising clients on how to plan their finances to meet current and future lifestyles.
- **Charles Stanley Direct**, an award-winning digital execution-only platform that makes investing in a portfolio of funds and shares simple and cost-effective.

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