

7 March 2012

Equity Trustees appoints new BDM

Equity Trustees Limited (EQT) has appointed Eliza Weaving to its business development team, to the newly-created position of key account manager – VIC/WA/TAS.

Ms Weaving has over 22 years' experience in the financial services industry, most recently with Vanguard Investments as a business development manager. She has also worked at AXA Australia and MLC Corporate Solutions in business development roles. Ms Weaving holds bachelor of economics, a diploma of superannuation management and a graduate diploma in financial planning.

Ms Rowena Cole, EQT's national sales and distribution manager, said that the funds management business has experienced solid growth over the last year, creating the need to add to the business development team.

"Eliza's appointment ensures we have the appropriate resources and skills to manage and build on the expansion in our funds management business.

"It is also part of our stated strategy to focus on the WA financial planning industry, where we see excellent opportunities for our co-branded products.

"Eliza's experience in relationship-building and sales will be a great asset to the team," Ms Cole said.

***About EQT Funds Management:** Established in 2000, EQT's funds management model is based on a number of alliances with leading investment managers – PIMCO, SG Hiscock & Company, Intrinsic Value Investments and LaSalle Investment Management, PIMCO Equity Trustees acts as the responsible entity for each of the funds and also undertakes distribution to the retail and IDPS markets for co-branded products.*

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