

BNP Paribas Securities Services appoints new Head of New Zealand

BNP Paribas Securities Services has appointed Iain Martin as Head of New Zealand with effect from 1 October 2022. Iain is based in Wellington and reports to David Banks, the acting Head of Securities Services Australia and New Zealand.

In this role, Iain will lead BNP Paribas Securities Services' fast-growing business in New Zealand where it is the local market leader, serving a majority of the large KiwiSaver asset managers in the country. BNP Paribas Securities Services is the only global custodian with a comprehensive on-shore presence in Wellington and Auckland and the first to offer NZX stock market clearing services, which came as a result of winning six new sub-custody clients in the region in the past 24 months.

Since joining BNP Paribas Securities Services in 2003, Iain has held a number strategic senior operational and client service roles and was most recently Head of Relationship Management and Sales for New Zealand.

David Banks, acting Head of BNP Paribas Securities Services Australia and New Zealand, said: "We are pleased to have someone of Iain's calibre to lead and continue to grow our successful New Zealand business. Iain has a strong reputation and connections in the market and an excellent understanding of our business having worked in operational and client facing roles during his 19 years with BNP Paribas Securities Services. Iain's appointment demonstrates our commitment to supporting our employees' career development within the bank.

"New Zealand is a growing market for BNP Paribas Securities Services and we are investing in the expansion of our services to capture these significant opportunities for growth, particularly in the KiwiSaver market and with our work with the New Zealand Exchange."

Iain replaces Doug Cameron, who will remain until the end of October to coordinate the handover to Iain at which point Doug intends to leave the organisation after more than 20 years of service. Doug has successfully led the New Zealand business over the last eight years, contributing to significant growth of the business.

David Banks commented: "We are grateful for Doug's positive contribution to the organisation where, amongst his achievements, he has developed a great client-centric team and we wish him well for the future."

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