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TOWER AUSTRALIA ADJUSTS RETAIL SALES MODEL

TOWER Australia is to launch a new sales support model for its retail distribution team to assist Independent Financial Advisers (IFAs).

TOWER Australia is a top-level performer in the retail life market as assessed by independent NMG assessment group.

Head of Distribution for TOWER Australia's Retail Life business, Mr Patrick O'Connor said the changes to the retail life sales business were aimed at improving efficiency and service to IFAs.

Mr O'Connor said the model had three key relationship structures. These will be:

- Key Account Managers
- Sales Development Managers
- Sales Development Officers.

"As well as these key roles, we will also have the support roles of Sales Development Specialists and Business Support Officers," he said.

"The new structure and model is to begin on 1 July."

The new roles and appointments are:

- James Noone and Clinton Tietz as Key Account Managers and Sonia Raven Kelly as Sales Development Manager in Queensland;
- John Campagna as Key Account Manager and Amy Parsons, as Sales Development Manager in Victoria;
- Richard Byrne and Shaun McDonald as Key Account Managers in NSW; and
- Lesley Legg as Sales Development Manager in Western Australia.

For more information:

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