

Lombard GATX Technology Grows Business Development Team to Support Business Strategy

Submitted by: Iconic

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Leading technology funding solution provider Lombard GATX Technology announced today the appointment of Alan Kerr and Nick Talbot-Butler as relationship managers and Richard Henderson as an associate director.

Collectively, they bring 30 years experience in delivering technology financial solutions and services to market, and are tasked with developing both existing and new customer relationships throughout the UK.

The company's strong growth across all areas of its business makes account management and business development a cornerstone of the business. The evolution of the organisation during the last six months means that Lombard is positioned to expand its business significantly, delivering solutions that are supported by outstanding customer service.

Ian McVicar, managing director of Lombard GATX Technology said, "Our account management and development operation is of paramount importance to the business. Continued commercial success will depend on our ability to continue delivering innovative, flexible, vendor-independent solutions that meet our customers' business needs, backed by outstanding relationships with our clients. The breadth and experience of the new members of our team make them ideally suited to this task, and their knowledge and skills, together with a keen understanding of customer expectations give them excellent grounding for developing our business."

Kerr joins Lombard GATX Technology after six years as an account manager for ECS UK, where he was responsible for developing new business in the north west region of the UK. With a strong financial services history, he is tasked with developing new and existing corporate business in Yorkshire and the North East. "I am looking forward to continue building the visibility of Lombard in my region. Market conditions and the long-term commitment of the company to developing business in line with its business strategy makes it an exciting team to be part of," commented Kerr.

Talbot-Butler is responsible for securing and building new customer relationships for Lombard GATX Technology in the north west region. Prior to this he spent three years with Hewlett Packard Financial Services, and five years with Siemens Financial Services. His extensive product knowledge and experience make him ideally suited to developing new business. "Lombard GATX Technology's wide product offering, with its vendor-independent approach, allows us to offer customers bespoke solutions that match business needs. It is refreshing to find a company that works so hard at delivering on its customer expectations, and that can offer solutions that are specific to each individual company," said Talbot-Butler.

Henderson's role is to generate new corporate business. He joins the company after six years at Hewlett Packard Financial services. With ten years IT funding experience into the enterprise market, he is ideally suited to driving business in this area. "I was intrigued by Lombard's approach to clients, and by the ability to offer complete solutions, from cradle to grave", said Henderson. "The focus on selling a full solution portfolio is something I believe the market requires, and offers a wealth of market opportunities."

About Lombard GATX Technology (www.lombardgatx.co.uk)

Lombard GATX Technology is a joint venture between Lombard and GATX.

Lombard GATX Technology is a dedicated technology leasing and asset management organisation providing a range of asset management and leasing solutions to corporates.

Lombard is a member of The Royal Bank of Scotland Group.

GATX Corporation is a specialised finance and leasing company combining asset knowledge and services, structuring expertise, partnering and risk capital to serve customers and partners worldwide.

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