

XCHANGING BOLSTERS INSURANCE SOFTWARE SALES TEAM IN US - Software house sees significant growth opportunities in US market

Submitted by: Xchanging Global Insurance Solutions Ltd

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London, 10 October 2012: Xchanging, the business process, procurement and technology services provider and integrator, has strengthened the US sales team of its insurance software arm with two new senior hires, as part of their expansion into the US market.

Michael Jones and Bradley Roberts have both been appointed to the role of Vice President of Sales. Their responsibilities will include engaging with Xchanging's existing client base in the US at a strategic level, whilst also identifying and securing new business.

Michael Jones and Bradley Roberts are joining from Applied Systems and SunGard respectively. Both have more than ten years sales experience with major companies providing technology solutions to the insurance market.

These appointments follow the appointment of Tony O'Halloran as Director of Account Development in the UK. Xchanging has undertaken a major recruitment drive to facilitate its ambition to win new insurance software business and expand market share across the globe. The business has recently invested over £20 million in developing its insurance software and growing the sales and marketing functions.

Adrian Morgan, Head of Insurance Software at Xchanging, comments, "We are delighted to welcome both Michael and Bradley to Xchanging. The US market is ripe with new business opportunities and affords an opportunity for significant growth. As such we want the best possible sales team on the ground there.

Both Michael and Bradley bring considerable technology and sales expertise to the table, not to mention extensive experience in the insurance market. Combined with the sizeable investment in our product offerings we are confident that they will enable us to grow our client base in the US substantially."

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Xchanging

What we are

Xchanging provides business processing, technology and procurement services internationally for customers across multiple industries.

What we do

Xchanging brings innovation, thought leadership and passion to its customers' businesses so as to enhance performance and value. Our values are embedded into everything we do.

What we want to be

Xchanging wants to be regarded as the best provider in its chosen markets by delivering services that are recognised for outstanding quality, reliability and innovation.

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