

PRESS RELEASE  
22 May 2023

**Walker Crips welcomes Alan Kinnaird as its Business Development Manager**

Walker Crips Investment Management has announced the appointment of Alan Kinnaird as the company's Business Development Manager.

Alan brings a wealth of experience in the financial industry, having worked in financial services for 27 years, with the last three years as a Senior Private Banker at Kleinwort Hambros Private Bank. His expertise in client retention, portfolio management and business development will be instrumental in promoting the firm's growth and expanding its client base.

During his tenure at Kleinwort Hambros Private Bank, Alan excelled in various areas of responsibility, including client retention, generating new Portfolio Management prospects and driving revenue growth. He successfully nurtured relationships with HNW clients, accountants, solicitors and family offices, resulting in increased new business inquiries and enhanced revenue streams. Alan's strategic approach also led to the development of a trusted partners network with UK accountancy networks, further strengthening the firm's market position.

In addition, Alan demonstrated exceptional leadership skills by leading and winning new Discretionary mandate pitches to new clients and IFA networks. Alan fostered collaborative efforts with financial planners, resulting in a robust business pipeline.

Alan's exceptional background and accomplishments make him a valuable addition to Walker Crips Investment Management.

**Wesley Coultas, Head of Investment Management at Walker Crips, says:**

"Alan's appointment as our Business Development Manager marks a significant milestone in our journey of strategic expansion. With his extensive experience and exceptional track record in driving business growth, we are reinforcing our commitment to achieving new heights and solidifying our position as a leading investment firm."

**Alan Kinnaird, Business Development Manager, says:**

"In joining the team at Walker Crips, I am committed to leveraging my experience and expertise to foster growth, attract new clients and strengthen relationships within the industry. I look forward to working closely with the team to deliver outstanding results and drive the firm's future success."

**-Ends-**

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### **About Walker Crips**

Walker Crips Investment Management Limited is a division of Walker Crips Group plc, a UK public listed company specialising in Investment Management, Financial Planning, Pensions, Structured Investments and technology services. Walker Crips' predecessors first bought and sold shares for clients on the London Stock Exchange in 1914.

Walker Crips Group plc incorporates the following companies which are authorised and regulated by the Financial Conduct Authority.

- Walker Crips Investment Management Limited (Member of the London Stock Exchange)
- Walker Crips Financial Planning Limited
- Ebor Trustees Limited (trading as Walker Crips Pensions)
- Barker Poland Asset Management LLP