

dealer group **GUARDIAN FINANCIAL PLANNING** has appointed **Ian Anderson** as business acquisition manager based in Sydney.

In his role, Anderson will be responsible for developing business acquisition capabilities and solutions for Guardian's advice network.

He reports directly to Guardian financial Planning executive manager **Mon Harris**.

Anderson has more than 15 years experience in the financial services industry having spent most of his career in the corporate finance and business development division of **acquarie Bank**.

He has also held the position of regional head of financial planning with **Commonwealth Bank**.

"Ian brings an in-depth understanding of the challenges business owners and their successors need to overcome to complete a successful business transition,"

Harris said. "His experience will add to Guardian's overall adviser value proposition, and support the group's ambitions to grow its adviser network by 10 per annum over the next three years."

Global funds management group **BLACKROCK INVESTMENT MANAGEMENT** has made three appointments to its retail team.

Former AMP Financial Planning research analyst, **Zaffar Subedar**, joins BlackRock as a research relationship manager.

In his new role, Subedar will work with research houses, financial planners and dealer groups to focus on where BlackRock adds value to retail client portfolios.

Former Colonial First State business development manager, **Matthew Young**, joins as BlackRock vice president New South Wales/Australian Capital Territory and account manager with the

company's global client group.

Former Fairfax subscriptions team member, **Kanish Chugh**, joins BlackRock as business development associate for the NSW retail team.

BlackRock managing director and head of retail **Scott Phillips** said the appointments were part of BlackRock's commitment to build close relationships with advisers and research "gatekeepers".

Dealer group **MATRIX PLANNING SOLUTIONS** has recruited **Elias Serhan** to the role of compliance development specialist.

Serhan will work closely with the Matrix compliance team assisting with complaints handling and adviser audits, a company statement said.

Serhan joins Matrix from **Count Financial** where he held a number of roles including compliance officer, member service consultant and compliance administration.

Commenting on his new role, Serhan said: "I look forward to working closely with the Matrix practices and getting to know their individual businesses."

SUNCORP GROUP announced it has appointed **Gary Dransfield** as chief executive of its Vero insurance business in New Zealand.

Dransfield will take over from Vero New Zealand chief executive **Roger Bell** after a transition and handover period.

In his recent role as executive general manager of retail distribution for Suncorp's personal insurance business, Dransfield had responsibility for the sales and distribution channel management for **AAMI, GIO and APIA**.

He has 25 years of financial services experience in insurance and retail banking, working at **Insurance Australia Group, AMP and St George Bank**. «

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