

DAVID THOMPSON BA (Hons) ACII Mgt Dip HE

PROFILE

An experienced Commercial Managing Director in financial services. Responsible for distribution, marketing and proposition for AXA Wealth. In addition CF29 transversal responsibility for conduct risk and financial promotions. A highly driven and goal focused individual with a pragmatic and commercial orientation. Strong leadership skills proven by performing at board level and contributing to the overall strategic direction of the company. Extensive experience of delivering strategic change and transformation programmes.

EXPERIENCE/EXPERTISE

- Leading industry profile and strong relationships with senior intermediary customers
- Thirty years Industry experience.
- Approved person - CF1, CF29.
- Board director positions with Winterthur, AXA Portfolio Services, Architas multi manager.
- Managing Director of Elevate wrap/technology platform.
- Executive responsibility for corporate investment services institutional investment only platform
- Media spokesperson and speaker at industry events.
- Steering group leader/member of AXA projects including: AXA Mass Affluent, 3rd party distribution; AXA Retail Distribution Review; AXA Wrap Programme – Elevate; AXA Wealth Retirement framework.
- Lead Executive sponsor in formation of Architas multi manager business.
- Lead transversal responsibility for conduct risk, proposition and financial promotions for AXA Wealth
- Executive responsible for launch of AXA Self Investor – AXA Wealth Direct to Customer platform.
- Revenue responsibility for > £6bn premium income p.a.

ACHIEVEMENTS

- Strong leadership experience with distribution, marketing and proposition teams combined with significant focus on customer service has contributed to numerous industry awards for AXA Wealth, Elevate Platform and Products, including:
 - Investment Life and Pensions Moneyfacts Awards – Best wrap/platform
 - Financial Adviser Service Awards – Investments, Life and Pensions rated 5 star
 - Defaqto 5 Star Ratings – Onshore bond, Elevate and SIPP rated 5 star
 - Aberdeen Awards Best Platform Provider (assets under £12.5bn)
 - Simplybiz – Verbatim Partner of the Year and Platform of the Year
 - Schroder Awards.- Best Platform Provider (assets under £12.5 bn)
- Consistent track record in achieving revenue, cost and earnings targets, including establishing Winterthur Life and AXA Elevate as high performing revenue companies.
- Leading and delivering change/ transformation programmes - Successfully merged AXA and Winterthur's sales and marketing operations within budget and timescale,
- Leading and delivering change programme for transition from product focus to investment / technology focus.
- Developed Architas/ Elevate fund deal increasing Architas flow from 10% of platform flows to 25%.
- Grew Elevate platform Funds under management from £300mn to £12bn.
- Delivered propositional programme resulting in AXA Wealth first provider to offer full pension freedoms functionality.
- Secured Elevate wrap distribution agreements with Sesame Bankhall Group, Sense, Simply Biz, Unizone, 360 & Paradigm.

AXA WEALTH.

2014 – 2018

Managing Director, Business Development and Proposition AXA Wealth

- Responsible for UK retail distribution to individual and Corporate intermediaries. Revenue goals of £6 bn Single premium flows per annum, operating budget of £30mn.
- Member of AXA Wealth senior management team, reporting into CEO AXA Wealth.
- Leader of marketing, distribution and proposition teams for AXA Wealth, comprising Elevate wrap/technology platform & all other products. Delivery of all marketing and proposition programmes.
- CF29 approved status, lead transversal responsibility for conduct risk and financial promotions.
- Member of AXA global distribution board.

January 2013 - September 2014

Managing Director, Elevate AXA Wealth

Ownership of business unit functions including:

- Profit and Loss account for AXA Portfolio Services
- Elevate: marketing, proposition, IT development and implementation
- Board director for AXA Portfolio Services & CF1 approved person
- Deployment of AXA Self Investor as D2C offer.
- Member of AXA global distribution board.

December 2011 – December 2013

Managing Director AXA Wealth Marketing & Distribution - AXA Wealth

- In addition to previous role, also had responsibility for Marketing & Proposition within AXA Wealth,
- Board director of Architas multi-manager
- Responsible for delivery of UK and Offshore 'off-platform' and 'on-platform' (Elevate) sales

October 2010 – December 2011

Managing Director AXA UK Distributors - AXA Wealth

. In addition to previous role responsibilities became Board director of Architas multi manager.

September 2009 - October 2010

Managing Director Wealth Investments and Distribution - AXA Wealth

- Responsible for AXA Wealth UK advisory distribution
- Acting MD for Architas multi-manager investment business
- Undertook a strategic review of Architas business with all recommendations approved by Architas Board.

January 2008 to September 2009

Managing Director Sales and Marketing AXA & Winterthur Wealth Management

- Responsible for creating AXA Wealth a new combined business with a 'best of breed' proposition, distribution and marketing approach.
- Member of AXA Elevate Wrap steering committee.
- Business sponsor of AXA Life 'At Retirement' project.

WINTERTHUR LIFE.

January 2007-2008

MD Winterthur Life

. Overall Executive responsibility for Winterthur Life reporting into main Winterthur Board.

August 2005 to January 2007

Director of Distribution

- Executive director of Winterthur Holdings, Winterthur Life Pensions Ltd and Winterthur Life UK Ltd.
- Achieved top three market share positions for core products

January 2001 - August 2005

Sales Director

- Responsible for UK revenue.
- Responsible for Winterthur Life income drawdown product and road show launch.
- Six month secondment to manage depolarisation project, reporting directly to the board. All recommendations approved by board and implemented.
- Programme manager for the development and launch of Professional Edge - a range of value added support service offered to advisers

August 1999 to January 2001

Senior Regional Sales Manager

- Responsible for delivering UK new business and management of northern region sales team
- Developed 'Going for Growth strategy' to increase sales capacity and revenue growth.

Eagle Star & Zurich IFA Group (following Zurich's acquisition of Eagle Star)

September 1987 to August 1999

Joined as part of graduate trainee programme, promoted to Regional Sales Manager.

- As a broker consultant achieved top 20 sales position in 3 consecutive years
- As North Eastern regional sales manager - doubled business production in two consecutive years transforming underperforming branch to a top quartile portion in U.K.

PERSONAL

Academic qualifications

High School/Sixth Form College (1976 - 1984)

6 'O' levels (1981)

3 'A' Levels: Economics, English. History

Manchester University ((1984 - 1987)

BA (Honours) Economics Upper second class

ACII (1992)

Reading University (Sept 2003 - December 2005)

Diploma of Higher Education in Management

Diploma in regulated financial planning

R01 -October 2010

Diploma in regulated financial protection

R05 - February 2011.

Personal interests

David is married and has two 'grown up' children!.. He enjoys cooking, reading, cycling, walking , investing in the stock market and travelling.

Contact

davidm.thompsondt@gmail.com