

Steve McNulty – Founder & Director of The Sales & Marketing Team

Steve has worked within the financial services industry for over 30 years where he has held a number of senior sales and marketing positions.

He is readily acknowledged as a highly motivated professional with exceptional people management and business consultancy skills. An excellent communicator and influencer at all levels, with the proven ability to manage change, evaluate risk and achieve results in a highly regulated environment.

Key Skills

Sales Management	Successful track record of creating and leading high performance sales and operational teams
Change Management	Experienced in managing Board level client relationships throughout the lifecycle of major organisational change programmes
Sales	Personal sales & service awards achieved whilst delivering B2C retail financial products and services in the Banking and Life & Pensions markets
Marketing	Highly successful track record of multi million pound B2B software solution sales within the financial services sector
Industry Expertise	In depth financial services knowledge across the Banking and Life and Pensions sectors
Leadership	Professional “hands on” manager with excellent people skills, infectious enthusiasm and a high degree of integrity

Career History

Dates	Position	Organisation	Market place
Current	Founding Director	The Sales & Marketing Team	All Industry sectors
2009- 2005	Sales Director	Redland Business Solutions	Financial services All sectors
2005	Sales & Marketing Consultant	Self employed	Financial Services All sectors
2005-2000	Sales Director Account Director	The Exchange portal/ Vertex Business solutions	Life & Pensions
2000-1995	Head of Change Management	Friends Provident/ London & Manchester Ass	Life & Pensions
1995-1973	Head of Quality/Change Management Regional Sales & Marketing Manager Senior Branch Manger positions	LloydsTSB Group	Retail Banking

Professional Qualifications

Graduate of the Crosby Business School, USA
Associate of the Chartered Institute of Bankers (ACIB)
Associate of the Chartered Quality Institute (ACQI)
Member of the Personal Finance Society (Cert PFS)