



Thursday, 27 January 2011

INTELLIFLO HIRES HEAD OF ENTERPRISE SALES FROM FOCUS SOLUTIONS

Leading front, middle and back office technology provider IntelliFlo announces the appointment of Chris McGraw to the newly created position of Head of Enterprise Sales. With more than 30 years experience in the financial services industry, Chris brings a wealth of knowledge to the IntelliFlo team.

Formerly Director of Northern Sales for Focus Solutions Group, Chris has a deep understanding of the financial services market place in both the U.K. and Ireland. He has a proven track record of closing multi-million pound sales and successfully managing and delivering strategic projects on behalf of large corporate financial services clients such as Standard Life, Aviva, Prudential, RBS and Bank of Ireland.

McGraw commented, "I was drawn to IntelliFlo for its high quality portfolio of clients and robust technology offering. The company has built an excellent reputation in its core markets for listening to customers and satisfactorily meeting all expectations and commitments. I plan to draw on my previous experience and contacts to build on IntelliFlo's existing reputation and successfully deliver its technology solution to new customers and markets."

IntelliFlo, Chief Executive Nick Eatock, commented, "With such an impressive career history, Chris is well placed to head up our sales force and drive the business forward both in terms of existing capability and attracting new clients."

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Issued on behalf of IntelliFlo by Quill PR.

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Editor's notes

IntelliFlo (www.intelliflo.com) has been providing Information Technology services to financial services companies, both large and small since its formation in 2004. Its team of dedicated IT and business professionals have expertise across many different markets and technologies, with proven experience delivering effective solutions to a wide range of business needs. In the last year alone IntelliFlo has made over 1,000 major enhancements to Intelligent Office and continues to deliver further improvements at a rapid rate. Intelligent Office is the fastest growing solution in the marketplace with over 7,100 users.

IntelliFlo won the "Best IFA Software Provider" award in the Professional Adviser Awards 2010 and was Highly Commended in 2009. IntelliFlo also won the "Most Enterprising Company' Award" in the Annual UK Business Achievement Awards 2008 and won the "Best Technology Software Provider" award in the Professional Adviser Awards in 2007.