

Appointments

Move of the week

Former Deutsche global head of Australian research sales and account management William Baylis has joined Legg Mason as multi-strategy portfolio manager of its Australian equities asset management business.

Legg Mason Equities chief investment officer Reece Birtles said Baylis is an expert on the range of Legg Mason Australian equities products.

"His (Baylis') appointment strengthens our approach to understand-

ing investor needs and using our stock selection and portfolio construction skills to match those needs with tailored solutions such as income, dynamic value, low concentration and A-REITs (Australian Real Estate Investment Trusts)," Birtles said.

The addition of Baylis brings Legg Mason Australian Equities and Real Asset team to 14 following the recent appointment of Matthew Davison as senior research analyst.



William Baylis

Magellan Financial Group (MFG) executive chairman Chris Mackay will step down to take up the role of managing director and portfolio manager of the Magellan Flagship Fund.

He will officially depart his chairmanship on 30 September whereupon he will take on the task of special adviser to both the board and chief executive of MFG, Hamish Douglas, effective 1 October 2013.

Replacing Mackay is Dr

Brett Cairns, who has been appointed as non-executive chairman of MFG.

Cairns was initially appointed to the board in January 2007 and was re-elected as a director at MFG's annual general meeting in October 2012.

In the past he has service on MFG's audit and risk committee and as a director of MFG's wholly-owned operating company, Magellan Asset Management (MAM).

The board said Mackay's vision and leadership had provided a platform for the future success of Magellan.

Boutique Australian equities fund manager Northward Capital has appointed Chris Haynes as senior analyst and Chris van Rijswijk as analyst/dealer.

Haynes and van Rijswijk

join Northward most recently from Invesco/Concord Capital where they were both portfolio managers, with Haynes also holding a managing partner role.

With more than 15 years portfolio management and securities trading experience, van Rijswijk will take charge of equity trading and support Northward's research and derivatives capabilities.

He previously held positions at Schroders (London) and BT Asset Management.

"The new hires add further depth to our research coverage of Australian equities and are part of our ongoing focus on enhancing our investment capability," Northward chief executive Darren Thompson said.

In a move to target self-managed super funds (SMSFs), platform and wrap provider Weathrac has appointed James Macken as business development manager - SMSF.

Macken will be responsible for the growth of Weathrac's online administration service for SMSFs.

"We are very excited to



James Macken

strengthen our distribution team with James on board," Weathrac chief executive Matthew Johnson said.

"He is an astute and experienced business development manager, with strong network and relationships with advisers."

Macken has more than 15 years of experience in the financial services sector and was most recently a BDM with Bendigo and Adelaide Bank focussed on offering SMSF solutions to accountants and advisers.

He previously held roles with BT Funds Management and Perpetual Funds Management in adviser development roles.

Opportunities

For more information on these jobs and to apply, please go to www.moneymanagement.com.au/jobs

SENIOR BANKING CANDIDATES

Location: Perth

Company: Terrington Consulting

Description: A number of senior commercial, corporate and agribusiness professionals are needed within first and second tier institutions across metropolitan and regional Western Australia.

The positions include senior relationship managers for agribusiness and commercial, relationship manager for agribusiness, relationship director for top-tier corporate and senior analyst for commercial corporate.

Although portfolio sizes and complexities vary, all roles are suitable to individuals who are relationship-driven and outcome-focused.

Many of the portfolio roles are suited to existing SRMs who are seeking to develop their leadership skills by taking on a larger client base or team of direct reports.

To find out more and to apply, visit www.moneymanagement.com.au/jobs

PARAPLANNER

Location: Perth

Company: Terrington Consulting

Description: A financial planning firm with

a focus on training, development and rewarding staff is seeking a motivated paraplanner.

This is an opportunity for you to take your technical capabilities, your commitment to the efficient generation of compliant SOAs, and your dedication to helping those around you to a whole new level.

To be considered for this role, you will need to have completed your Diploma of Financial Planning/Financial Services and have experience in creating SOAs.

For more information and to apply, visit www.moneymanagement.com.au/jobs

SENIOR ACCOUNTANT

Location: Adelaide

Company: Terrington Consulting

Description: An experienced accountant is required for a medium-sized professional practice accounting firm based in Adelaide.

Working closely with partners, the successful candidate will play a key leadership role in the development and management of junior accountants.

You will work with a diverse and challenging client base that is placed in the SME segment and demonstrate excellent

technical knowledge in the areas of business services, taxation compliance for partnerships, trusts and companies, service trusts, SMSFs and taxation advisory and planning.

It is essential that you have at least five years business services experience and have completed or be nearing completion of your CPA or CA studies.

To find out more and to apply, visit www.moneymanagement.com.au/jobs

SENIOR RELATIONSHIP MANAGER

Location: Perth

Company: Terrington Consulting

Description: A senior commercial banker is needed to lead and develop a prosperous client-set based in Bunbury, Western Australia.

The incumbent will inherit a successful portfolio of 30-40 client groups within a broad range of industry segments including property, health, professional services and agriculture.

In addition to client management, you will also lead support staff and partner with internal stakeholders to develop referral opportunities.

It is essential the successful candidate

is able to leverage from a personal brand and possess outstanding relationship skills and past experience dealing with commercial and corporate clients.

For more information and to apply, visit www.moneymanagement.com.au/jobs

RELATIONSHIP MANAGER

Location: Adelaide

Company: Terrington Consulting

Description: An experienced relationship manager is required to work within their local community to establish a strong reputation as a credible, compliant and relationship-focused alternative to the banks.

You will be provided with the support of a successful and innovative business model whilst remaining in full control of your business strategy on the ground.

With access to a panel of lenders, you will be required to achieve the best possible holistic solution for a client's specific residential and commercial lending needs.

The employer has plans for expansion in South Australia and is seeking to establish franchises in key locations across the state.

To find out more and to apply, visit www.moneymanagement.com.au/jobs