



BEN MILLENSTED

PERSONAL

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☎ +44 7894 691991

🏠 06 January 1984 (age 38)

💍 Engaged

🇬🇧 British

SKILLS & STRENGTHS

- Relationship management
- Business development
- Negotiation
- Strategy design & implementation

INTERESTS



Golf



Exercise



Travel

ABOUT ME

Experienced leader with a successful history built over 20 years working in the financial services industry. Ben is an excellent business development professional who drives for success, now looking to further develop their career overseas.

EMPLOYMENT HISTORY

○ MFL (TRADING AS MOTAFINANCE) *September 2016 - Current*
Founder & Managing Director

Launched a fully regulated (FCA) car finance (lender) business in UK
Responsibly for launching the start-up business from initial regulatory approval to operational build out (policy and processes, software and staff build out) and distribution development, to business launch and ongoing management. Extensive role covering operations, distribution, compliance, capital raise, regulatory and investor reporting etc;

- Operations management including;
 - Staff recruitment, training and management
 - Design, build and implementation of all company policies and procedures ensuring compliance with FCA regulation.
 - Developing & managing all operational third-party partnerships
- Product development and distribution including market research, staff recruitment and relationship management with distribution partners
- IT & software management - involving the design and ongoing development of the firms bespoke software. The system covered most business-critical areas including CRM, customer onboarding and underwriting (ID and AML, credit & affordability), customer management, customer communications (phone, SMS, email, and post), payment collection and reporting. Ben was responsible for all third-party integrations as well as the recruitment and management of the offshore software development team.
- Capital raise - securing first external debt raise with £5m drawdown facility form IOM based bank.

○ TIVAN INVESTMENT MANAGEMENT *March 2015 - Sept 2016*
Director of Fund proposition

- Responsibility for product design including gaining market research and feedback from retail and institutional market.
- Explore overseas distribution opportunities through developing an understanding of different markets, business models, processes and regulatory requirements.
- Initiated, built and developed new relationships with leading offshore distributors and platforms.
- Designed and delivered product presentations.

○ METLIFE *Aug 2006 - March 2015*
Business Development Manager

- Responsible for distribution in London and South East.
- Part of the founding team to launch MetLife in the UK building a new brand and product to the UK IFA market.
- Worked with head office in both UK and US on product design and the UK proposition.
- Developed & coached staff.
- Run training events, presentations, golf days and social events for IFA's.

Achievements:

- Consistently finished top 5 for new business out of >60 senior consultants, finished top 2 for 3 years.
- Qualified for UK convention (top performers only) every year including trips to Last Vegas, Hong Kong, and their one-off global convention (only top 3 from each country) to California

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EMPLOYMENT HISTORY (Continued)

- SCOTTISH WIDOWS Sept 2004 – July 2006
Sales Consultant
 - Responsible for new business sales & relationship management
 - Developed relationships with an existing panel of IFA's and built new relationships with strategic firms.

Achievements:

 - Exceeded target in first full year with 210% increase in new business
 - Increased business levels by 360% in second year
 - Qualified for convention (top performers only)
 - Youngest Sales Consultant in company history and offered to be the youngest Senior Sales Consultant
- SCOTTISH WIDOWS March 2003 – Sept 2004
Sales Support Consultant
 - Supported distribution team and IFA's to generate new business.

Achievements:

 - Chosen to support top 3 consultants in branch and then to launch new pilot role
- WARD & PARTNERS Sept 2002 – March 2003
Sales Negotiator
 - Achieved Top sales negotiator in branch

EDUCATION AND PROFESSIONAL QUALIFICATIONS

- INVESTMENT MANAGEMENT CERTIFICATE (IMC)
- PERSONAL TAXATION (RO3)
- PENSION SIMPLIFICATION (CF9)
- FINANCIAL PLANNING CERTIFICATE (FPC)

MAIDSTONE GRAMMAR SCHOOL
UK | 1995-2002

- 3 A-Levels
- 1 A/S Levels
- 10 GCSE's

EYLESDEN COURT PRIVATE SCHOOL
UK | 1988-1995