

## ***New hands on deck***

In response to accelerated growth in its Australian business, BankLink is pleased to welcome five specialists to its national sales and consulting team. These specialists bring extensive experience to BankLink, in particular in the areas of small business accounting and the administration of Self Managed Super Funds (SMSFs).

### ***Michael Kerr – Sales Manager***

Michael's track record at American Express, ANZ and First Data International demonstrates his ability to achieve excellence in client relationships from a geographically dispersed team. Michael also brings to BankLink extensive knowledge of the electronic banking and transaction data.

### ***James Annand – Regional Sales Manager – East Melbourne***

James brings to BankLink a strong sales and relationship management experience, most recently with accounting practices around Melbourne. James' particular expertise is in enabling practices to improve communication with their clients through the internet and so has a well developed understanding of the value accountants can derive from improved client communication.

### ***Campbell Docherty – Practice Consultant Queensland***

With a background in accounting, and having spent the past 8 years providing software consulting services to accounting practices, Campbell brings both a wealth of experience and a portfolio of relationships to BankLink's rapidly expanding operation in Queensland.

### ***Andrew Scaife – Practice Consultant – Workflow Manager***

Once one of the youngest accredited business software consultants in the country, Andrew has developed broad knowledge of the business technology market and brings a wide range of database and related skills to BankLink. In focusing on BankLink's new Workflow Manager product, Andrew will assist practices to streamline their processes and improve efficiency by drawing upon his wide experience in accounting operations and technical consulting.

### ***Joshua Nicholson – Practice Consultant - NSW***

As a specialist in consulting to accounting practices about the efficient administration of SMSFs, Joshua is widely recognised as an expert in this rapidly growing segment. With a significant part of BankLink's growth now coming from SMSF administration, Joshua will bring important knowledge and experience to BankLink's clients and to future product development in this sphere.

These appointments will enable BankLink to continue to deliver an unparalleled level of service, while providing increased support to the accounting professionals across Australia.