

Expansion for Moneyquest

Online financial services broker Moneyquest has stepped up its Glasgow operation with a move to new larger prime office space at 123 St Vincent Street. It has also launched a recruitment drive that will see staff increase by 120, upping employee numbers by almost 90%.

Moneyquest, who specialise in telephone and Internet based mortgage and life insurance services, are looking to recruit following the launch of an ambitious expansion plan late last year. After building a significant position in the mortgage broking market over the past 16 years, Moneyquest's Directors believe the company has the potential to grow rapidly. By targeting high net worth clients and those who are looking to remortgage rather than first-time buyers, Moneyquest has seen exponential growth in business, despite the slowdown in the UK housing market.

Operations Director Paul Reynolds explains; "At present, the 130 staff over our offices in Glasgow and Edinburgh are receiving almost 50% more enquiries than we are able to process. It is essential that we boost staff numbers in order to increase productivity and improve the service we can provide to our customers. We have been looking for some time for new premises fitting to a company that is now sixth largest in the UK in its

business sector. We considered many options, including newly built in the Financial Services District, but in the end we felt 123 St Vincent Street was the place for us. Its facilities are second to none, as can be see by our new neighbours, HBOS Corporate, Aberdeen Asset and Hutcheson 3G."

Moneyquest's two-year expansion plan, revealed in October last year at its 16th birthday party in the city's Lighthouse, included upping mortgage business from £1 billion to £3 billion, achieving AIM listing and relocating their Glasgow headquarters to a landmark city centre office. It also unveiled the appointment of leading Scots businessman Angus MacSween as its first chairman. MacSween, CEO of web security company Iomart and current holder of the prestigious Glenfiddich Spirit of Scotland Award for Business, oversee Scots-based Moneyquest's two-year expansion plan and drive towards AIM listing.

Moneyquest, which has impressive rates of retention based around its flexible working approach to staff and impressive salary scale, is keen to attract both industry professionals and back office support staff.

Paul Reynolds said; "Our staff are our best assets. We already employ a dynamic team of people who have helped us get this far. Now we're

looking to expand this team to take us to the next level. Moneyquest implements a lengthy induction programme to bring new staff fully up to speed with all company practices before they begin working with clients. This rigorous approach to training continues past the initial weeks of employment, with staff being provided with development opportunities throughout their career with the company. We value our staff, providing competitive salary rates and development opportunities for all employees. It's an exciting time at Moneyquest. The business is growing rapidly and our staff are growing with it. I very much look forward to working with our newly expanded team."

Pictured (l-r): Derek Pollard, Paul Reynolds, Angus MacSween and Steve Pollard



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