

Easter weather helps draw the crowds and ease pressure on retailers *Page 32*

BUSINESS



JOB BOOST

Moneyquest expansion brings
100 new jobs to Glasgow *Page 32*

Moneyquest Glasgow jobs drive

COLIN DONALD

MONEYQUEST, one of the UK's leading telephone and online mortgage, insurance and loan brokers, is to create 100 new jobs by opening new headquarters in Glasgow.

The move to premises in St Vincent Street, which coincides with extensive rebranding, will see Moneyquest expand its staff to 240 as it continues its drive "to overtake the London big boys and become the biggest player in our sector".

The company, which handled £1.1 billion of mortgage business last year from its Glasgow and Edinburgh offices and is in the top five in its UK sector, has launched a recruitment drive that will see staff increase by 100, upping total employee numbers by 75 per cent.

The two-year expansion plan also includes a target of increasing mortgage business to £3bn, and listing on the AIM market.



Paul Reynolds, left, with managing director Steve Pollard

By targeting high-net-worth customers and those who are looking to re-mortgage rather than first-time buyers, Moneyquest has seen significant growth in its business despite the slowdown in the UK housing market.

Moneyquest has been nominated in the Best Performing Business (over 50 employees) category at Thursday's Glasgow

Business Awards in the city's Crowne Plaza Hotel.

Operations director Paul Reynolds said: "At present, the 140 staff across our offices in Glasgow and Edinburgh are receiving more enquiries than they 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

The director of operations, Stuart Patrick, said: "Moneyquest is a home-grown success story and proves that real opportunities exist for local companies within our expanding financial services sector. It's a huge vote of confidence in the quality of the city's business environment and skills of our workforce that they've chosen to expand in Glasgow."

Late last year, Moneyquest appointed Angus McSween as its first chairman, to oversee the drive towards AIM listing.