

## Zurich recruits two senior members to its high net worth London team - Investment International

Written by Zurich

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Zurich has appointed Lennox Bunting as London Market Manager and Alan Gorman as Senior Development Underwriter to Zurich Private Clients' new London team commencing at the end of August 2011.

Lennox and Alan join Zurich Private Clients from Chubb's High Net Worth team and bring with them a wealth of Ultra High Net Worth underwriting experience. Both will report to Matthew Schofield, Head of Zurich Private Clients and are the first appointments to their newly created team focussing specifically on the London market.

In his role, Lennox will be responsible for managing the new High Net Worth (HNW) London market office. Initially, he will be concentrating on building his new team, ultimately focussing on relationship development with brokers to support Zurich's strategic growth objectives in this core market.

Alan will support Lennox as his number two, leading relationship management within the London team and underwriting target cases. Both will be based in Zurich's London office at the London Underwriting Centre.

Matthew Schofield, Head of Zurich Private Clients said: "I'm absolutely delighted that both Lennox and Alan will be joining Zurich Private Clients. Both will bring a huge amount of expertise, experience and credibility to our London market team and I'm really looking forward to working with them."

"These are new roles which were created in response to feedback from brokers that said they want to work with a local London presence. Zurich Private Clients is looking to become a Top 2 player in the High Net Worth market and we're particularly focussed on growing our London based business over the next three years. These appointments also demonstrate our commitment to growing our share of the High Net Worth market as a whole," he added.

Lennox Bunting said; "Having worked as both a broker and an insurer in the High Net Worth market, I am excited to be launching and leading Zurich's new London-based team, which was created in response to feedback from brokers."

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Alan Gorman said; "I am delighted to join Zurich's new London team and will continue to work closely with my long standing broker partners to help build a profitable book of business."