

# Annalisa Winge Bicknell to focus on institutional clients for BNP Paribas

BNP Paribas Securities Services has appointed Annalisa Winge Bicknell to regional head of sales and relationship management for institutional clients, reinforcing its ambition to grow in the asset manager and asset owner segment of the market.

James McAleenan, head of BNP Paribas Securities Services UK, says: “Annalisa has a truly deep understanding of the asset management industry and a wealth of knowledge in terms of client development and relationship building. She will be key to boosting our asset owner and asset manager division in the UK, Middle East and South Africa, and we are delighted to have her on board.”

With over 20 years’ experience in the banking, clearing and securities services industry, Bicknell is well positioned to accompany clients through the many challenges facing institutional investors today, in particular the changing dynamics of the market place and the impact of regulatory changes.

Bicknell joins from SEB where she was asset servicing consultant for the Nordics, Luxembourg and Germany. Throughout her career, her focus has been on asset management, custody, international clearing, fund administration, treasury and intermediary services. Previous roles include head of international sales at Northern Trust, Nordic regional manager at Clearstream Banking in Luxembourg and relationship manager at Morgan Stanley. She started her career at Barclays.

Bicknell says: “BNP Paribas’ strong capabilities and product range position the firm with great opportunities to further enhance relationships with existing and new clients in the asset owner and asset manager segments and I look forward to building on this momentum and continuing to grow the business.”

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