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Liontrust enhances distribution of Multi-Asset portfolios

Specialist fund manager Liontrust has hired Carol Hyner to join the multi-asset sales team. Carol joins today, Monday 9 September, to work alongside head of multi-asset sales Mark Keogh and Graeme Southern, who covers the North of England and Scotland.

Carol will be responsible for selling Liontrust's target risk managed portfolio service to advisers in East Anglia and the Northern Home Counties. The MPS comprises a broad range of 26 Growth, Income and Dynamic Beta portfolios.

As at 30 June 2019, the Liontrust Multi-Asset team managed £899m in assets.

John Husselbee, head of multi-asset at Liontrust, says: "Carol is a great addition to our sales team. She brings a wealth of experience, knowledge and extensive and strong relationships with advisers. Carol joins as we have been expanding the number of advisers using our managed portfolios and she will help us to continue this growth.

"As an outsourced partner, we deliver added value to advisers and their clients through transparency and value for money. At Liontrust, we seek to deliver value for money to advisers through our Multi-Asset service by keeping costs to a minimum; adding value through strategic asset allocation, tactical asset allocation, fund selection and portfolio construction; and by creating a real partnership with each advisory firm. A real partnership comes through providing dedicated sales, marketing and operations support, such as events, regular and clear communications, training and access to the fund managers.

"We also help advisers with their challenges such as suitability. Providing a broad range of target risk portfolios, for example, enables clients to choose those that are appropriate for their individual objectives and appetites for risk."

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Liontrust Asset Management, which was launched in 1995, is a specialist fund management group with shares quoted on the London Stock Exchange.

Liontrust manages £14.1 billion (as at close of 30 June 2019), won Platinum in the inaugural ESG Fund Management Group category at the Portfolio Adviser Awards 2019, and Specialist Group of the Year in the Investment Week Fund Manager of the Year Awards 2017.