

New senior appointment at Scottish Pacific will help Queensland & NT SMEs find business funding in tough environment

Scottish Pacific has appointed leading debtor finance executive Bob Ada as business development manager in Queensland, to meet demand from SMEs for business funding.

Scottish Pacific is Australia's leading specialist provider of working capital solutions and is delighted to welcome Mr Ada, one of Australia's most experienced debtor finance professionals into the team.

Scottish Pacific CEO, Mr Peter Langham, said Mr Ada's state development role will initially encompass business development in Queensland and the Northern Territory.

"Bob brings a wealth of business knowledge for Scottish Pacific's SME clients and referral partners to tap into," Mr Langham said.

Mr Ada said he had admired Scottish Pacific's sustained growth and willingness to assist Australia's SME market by providing specialist working capital facilities to support SME growth.

"I'm looking forward to working with small to medium growing businesses in Queensland and the Northern Territory, and showing them we are open for business in what is a challenging market for SMEs to find finance," Mr Ada said.

About Bob Ada

Bob Ada started up the Bank of Queensland's debtor finance business in 1999 and held a number of senior positions, including head of Cash Flow Finance, until December 2013.

Prior to this, he was head of receivables finance at St George Bank (1996-99) and head of debtor finance at Advance Bank (1993-96).

He has been a Dale Carnegie leadership training instructor since 1981.

His role at Scottish Pacific is in some ways a "full circle": in the early 1980s he had a key role in founding Mercantile Factors, the business that evolved into Scottish Pacific later in the decade.

See Bob Ada's LinkedIn profile at: au.linkedin.com/pub/bob-ada/8/aa0/626

About Debtor Finance

Debtor finance has become a mainstream funding option for SMEs in Australia, with the take up accelerating significantly over the past 10 years.

There are currently more than 4500 Australian SMEs, with combined annual revenues of \$65 billion, using debtor finance. The latest figures from the Debtor and Invoice Finance Association (DIFA) showed the total debtor finance turnover for the 12 months to the end March 2014 was \$63.7 billion.

Scottish Pacific has been operating in Australia and New Zealand for more than 25 years and provides facilities to enterprises from start up to \$200m turnover.

About Scottish Pacific

Scottish Pacific Debtor Finance Pty Ltd provides working capital solutions to SMEs, offering the broadest range of trade and debtor finance solutions in Australasia. Established in 1988, Scottish Pacific has full operations centres in Sydney, Melbourne, Perth, Brisbane, Auckland and China. Scottish Pacific was awarded the 2014 Best Cash Flow Lender by broker publication The Adviser, as voted by brokers, in their inaugural Non-Bank Lending Awards.

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