



**PRESS RELEASE**

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**Allied Irish Bank (GB) appoints business growth manager in Newcastle**

Allied Irish Bank (GB) has signalled its commitment to growth in the North East with the appointment of Martin Rankin as business growth manager for the area.

Rankin joins the team at Allied Irish Bank (GB)'s Newcastle office in One Trinity Gardens and will be working across the region to identify new funding projects in the bank's key sectors of interest: manufacturing, healthcare, professional services and leisure and hospitality.

Rankin brings 20 years' of banking experience in the North East to the role, with extensive knowledge of the region's economy. He will also have the benefit of Allied Irish Bank (GB)'a niche, sector-specific insight and expertise from the the wider UK team.

The decision to join Allied Irish Bank (GB) was an easy one, as its outlook reflects his own, Rankin says. "Allied Irish Bank (GB) specialises in delivering a relationship-driven service to medium and large-sized businesses, an approach that is valued by companies in the North East.

"From my experience, North East businesses want a dedicated contact at their bank, expert knowledge and support, and a bit of imagination. That's exactly what we offer.

"There are huge opportunities for growth in the North East, and that's what we want to support. Healthcare, Hospitality and Leisure sectors are all growing, and the devaluation of sterling has also created opportunities for manufacturers.

"We want to hear from businesses that are as ambitious as us."

Allied Irish Bank (GB)'s recent insight report for the North East identified some key markets for the bank, which it will be focusing on in 2018: manufacturing, hotels and leisure, healthcare and professional services, as well as recycling and waste management.

Allied Irish Bank (GB)'s Newcastle office is headed by Chris Dixon, who joined the bank in 1997. The bank has dedicated teams for hospitality, healthcare, professional services and manufacturing, meaning businesses will always receive advice from someone who understands their sector.

Chris explained: "We have a wide client base in different sectors, but with small relationship management teams. This means we act as a barometer, with highly localised knowledge and the ability to respond rapidly to changes in the marketplace.

"Having specialist sector teams supporting us means we can work more flexibly with clients. We understand the seasonality of hospitality, how currency changes and exports can suddenly affect cash flow and costs, and what investments are required to future-proof businesses.

"We tailor packages and terms for our clients, we don't just tick boxes and make businesses fit our model. We work with them to create bespoke funding terms."

Allied Irish Bank (GB) has operated in the North East for over 40 years. The team in Newcastle works with sector specialists across the UK to deliver funding opportunities for clients.

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