



Nick Brown

Q&A

Meet Nick

I am a Senior Partner at St. James's Place, running a small business which is based in Knightsbridge, London.

I have been working in financial services since 2003, originally starting my career at Hargreaves Lansdown before I then joined SJP in 2012. I have an LLB (Hons) Law Degree from the University of Exeter, I am a Chartered MCSI, a Chartered Associate of the London Institute of Banking & Finance and I hold the Diploma in Financial Planning from the Chartered Insurance Institute (CII). I was recently a finalist for the award of 'Investment Advice Specialist of the year' from the CII.

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What did your job look like before joining SJP and what does it look like now?

Before joining SJP I was an employed adviser managing around 100 clients. I now run a profitable business with 9 staff, over 1000 clients and funds under management of nearly £300m.

In your opinion, how extensive and robust is the SJP client proposition?

The client proposition at SJP is superb. In my experience, clients have become incredibly loyal to me for many reasons but mostly because of the quality of the proposition and range of services that I am able to provide them with. As I am now a self-employed adviser under SJP I can build a better relationship with my clients which has resulted in far better outcomes for them and for the business.

Where do you see your business in the next 5-10 years?

SJP have been massively supportive in my plans to grow the business. My current objective is to have £1bn of funds under management within the next 10 years. I will also be looking to grow the number of employees within the business to help facilitate that goal.