

Press release: TAB announces leadership promotions and team expansion

News

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[TAB](#), the real estate finance and investment platform, is pleased to announce the promotion of Andy Reid to Sales Director. This promotion is part of a broader series of strategic updates to TAB's leadership, business development and underwriting teams, including the appointment of Nick Robinson as Chief Financial Officer (CFO), the restructuring of the Business Development Manager (BDM) team, and new additions to the underwriting department to support TAB's growth.

Andy joined TAB in January 2024 as a Senior Sales Account Manager, where he has played a pivotal role in driving new business across TAB's product range and increasing awareness among brokers in the Midlands. With extensive experience in sales, Andy has been instrumental in showcasing the

benefits of TAB's transparent and innovative approach, improving client experiences and fostering trust.

In his new role, Andy will lead TAB's sales operations, collaborating with the sales and marketing teams to expand the company's reach while maintaining and strengthening broker relationships. Reflecting on his promotion, Andy said:

I am excited to take on the role of Sales Director at TAB, where I will have the opportunity to lead both our external and internal sales teams. This responsibility will allow us to further elevate the business and drive continued growth within TAB. The remarkable increase in business we've seen over the past two quarters, funding more cases in the last six months than we did throughout 2023, speaks to our lending capabilities and underscores our strong reputation within the specialist lending sector.

Collaboration will remain a key focus, as we work closely with our broker network, introducers, and third-party relationships to ensure we engage the most suitable lawyers and valuers to streamline the process from the outset. The seamless integration of all parties involved is vital, and I am fortunate to be working alongside such a dedicated team at TAB. I am incredibly grateful to Duncan, Stephen, and Nick for their trust and support in my ability to drive the business forward to new heights.

Nick Robinson has been appointed as TAB's new CFO. Nick's previous roles have typically been as the finance lead for new, high-growth divisions of large organisations like Mastercard, where he also

reported to the Bank of England as a regulated CFO. Nick expressed enthusiasm for his new role at TAB, stating:

I am looking forward to working with everyone at TAB, continuing the journey of scaling processes and systems across the business to capture the growth opportunities ahead. I like to roll up my sleeves and get stuck in, so do pull me in – I always have time to explore ideas and help develop initiatives.

As part of the restructuring of the BDM team, TAB has introduced new roles to enhance regional coverage and client service. Sophie Meller has been appointed as National Account Manager in the South, Martyn Evans as National Account Manager in the North, and Yohann Ifrah joins as Junior Business Development Manager. These additions reflect TAB's commitment to fostering growth and strengthening its presence nationwide.

TAB is also delighted to welcome Barry Richardson as Senior Underwriter to its growing team. Barry brings nearly 20 years of experience in the secured finance sector, having held roles at Shawbrook Bank, West One Secured Loans, and NHBC. Commenting on his new role at TAB, Barry said:

Prior to joining TAB, I spent two years as a Senior Bridging Underwriter at Shawbrook Bank, where I gained valuable experience in the specialist lending sector. Prior to that, I spent seven years at West One Secured Loans, working across various roles. I initially started in Bridging, where I met Duncan and Stephen, before moving onto the Buy-to-Let (BTL) side, where I ran the broker desk and led an underwriting team.

What excites me most about my role at TAB is the opportunity to contribute to its next phase of growth. The last 12 months have seen an incredible surge in new business, and I'm eager to play a key role in helping the team build on this momentum and achieve even greater success moving forward.

These appointments and team updates highlight TAB's focus on promoting internal talent, driving growth, and delivering innovative solutions for its clients and partners. With a strong team in place and an exciting pipeline ahead, TAB is poised to continue driving success in the real estate finance sector.

About TAB

Founded in 2018, TAB is a real estate finance and investment platform that offers flexible lending solutions for property projects that do not fit traditional lenders' criteria. With a focus on trust, transparency, and innovation, TAB has lent more than £600 million and continues to expand its reach across the UK.

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Notes to editors

TAB is a whole life cycle, real estate finance and investment platform, established in 2018 to cater to property projects that were not aligned with the stringent criteria of traditional lenders. Recognising the need for a lender well-versed in bridging loans and experienced in efficient risk management, TAB designed a lending model that embraces flexibility and considers borrowers' unique requirements. With a dedicated and experienced team comprising seasoned professionals, including



in-house legal experts, quality underwriters, and skilled salespeople, TAB has successfully written over £600m in loans within five years and is set to have a loan book of over £500m in 2025.

TAB has now expanded and its extensive lending experience, diverse funding sources, and nationwide reach enables it to offer competitive finance solutions as well as a growing range of other investment opportunities. TAB prioritises trust, transparency, personalisation, efficiency, and innovation to deliver outstanding service to clients.

ENDS

Capital is at risk. Property values can go down as well as up. Borrowers may default and investments may not perform as expected. Interest and income are not guaranteed. Returns may vary. You should not invest more than you can afford to lose. TAB is not authorised by the Financial Conduct Authority. Investments are not regulated and you will have no access to the Financial Services Compensation Scheme (FSCS) or the Financial Ombudsman Service (FOS). Past performance and forecasts are not reliable indicators of future results and should not be relied on. Forecasts are based on TAB's own internal calculations and opinions and may change. Investments are illiquid. Once invested, you are committed for the full term. Tax treatment depends on individual circumstances and may change.

You are advised to obtain appropriate tax or investment advice where necessary. Understand more about the key risks [here](#).

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