

PremFina Snaps Ex BNP Paribas's Mia Constable (née Bristow)

Monday 3 July, 2017

LONDON, July 3, 2017 - PremFina Ltd, the only insurance premium finance company to offer a proprietary Software as a Service (SaaS) solution to insurance brokers and underwriters in the U.K., has today announced Mia Constable (née Bristow) as its new Head of Sales. Mia is the former head of BNP Paribas personal finance's insurance premium finance division.

Mia has extensive experience in the insurance premium finance market in the U.K. and Northern Ireland. As head of insurance premium finance at BNP Paribas personal finance, formerly known as Laser UK, she was directly responsible for growing sales via a team of partnership managers.

PremFina hired Mia given her proven track record of increasing sales, guiding strategy and developing relationships across the insurance industry. While at BNP Paribas, she developed strong working relationships with brokers, aggregators, software providers and insurance underwriters.

BNP Paribas is the third largest provider of premium finance in the U.K. insurance market, following market leader Premium Credit Ltd and no. 2 Close Brothers Premium Finance Ltd.

"It's a coup for PremFina to attract such a talented professional as Mia and we're delighted to welcome her on board," said PremFina's MD Mark Foley. "Mia's extensive experience and network in the industry will undoubtedly help boost our growing presence in the £9 billion U.K. premium finance market."

PremFina's SaaS fulfils any customer preference to pay for insurance by instalments. As an insurtech firm, it arranges for the cost of a premium to be paid to insurers upfront and gets reimbursed by those insured via monthly instalment payments. The financing occurs regardless of whether insurance is sold via a traditional phone-based broker, a comparison website or a new web-based digital broker.

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