



## PEOPLE MOVES

# SmartStream hires head of sales to meet increased demand in managed services

Incoming sales head brings over 30 years' industry experience, having previously held managing director roles at NatWest Markets, Nomura and Commerzbank.

By Wesley Bray August 4, 2021 1:18 PM GMT

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Transaction Lifecycle Management (TLM) solutions provider SmartStream Technologies has appointed a new head of sales for managed services.

Mark Morris joins SmartStream with the role of delivering technology and operational expertise across functions including reconciliations, corporate actions, and collateral management.

Morris brings over 30 years' industry experience to SmartStream, having held managing director roles within several investment banks including NatWest Markets, Nomura and Commerzbank.

Prior to joining SmartStream, Morris served at JDX Consulting working within EMEA on several transaction lifecycle projects, helping drive clients adapt to regulatory change.

Before this, Morris worked at TORI Global Management Consultants and was involved in cyber related projects.

"In recent months we have seen an increase in growth for the adoption of cloud-based and managed services, including delivered solutions. SmartStream is seen as a trusted partner in the marketplace providing a complete solution with defined outcomes – I have been impressed by their level of service and customer interest. I decided to join a company with reputable products and a great team," said Morris.

In his new role, Morris will report to Nick Smith, EVP managed services at SmartStream. Last year Smith spoke with Global Custodian in a [video interview](#) about how clients are assessing their operating models, the benefits of cloud technology and how the managed services space is evolving.

"There is a huge interest in SmartStream's Managed Services and client appetite and interest is at an all time high. We needed an expert like Mark who has in-depth industry knowledge and can serve our clients well in meeting operational excellence. I am delighted to welcome Mark onto the team and I'm sure his expertise will help us to continue serving our clients in this demanding area of the market," said Smith.