

PATRICK WALFORD

Make each day count by setting specific goals to succeed, then putting forth every effort to exceed your own expectations. - "Les Brown"



About Patrick

Patrick's personal ethos is *"learning from the past, thinking in the present and adapting to the future"*. He is passionate about promoting the profession of financial planning and wealth management, studying success in business and above all else, simply connecting good people.

Patrick is a true connector, a lover of all things entrepreneurial and is always looking for innovative ways of executing business processes with greater quality and efficiency. Patrick's career started in 2005 in Practice Management within a financial planning institution. Patrick's entrepreneurial spirit drove him to purchase equity in a small financial planning business, after which he started a pioneering outsourcing business in the finance industry, servicing 200 core financial planning firms nationally.

Patrick entered the world of recruitment in 2013, and established the wealth management division of an existing recruitment firm in Sydney. Knowing the Australian financial planning industry like he does, Patrick knew the recruitment process could be done even better, hence the launch of Barbican Recruitment.

Barbican Recruitment for Patrick is personal - he wants to put the right people in the right roles, day in day out and as efficiently as possible. Unlike other recruiters who may have a general understanding of the industry players, Patrick's frontline industry experience brings an in depth knowledge of the key drivers of success for financial planning practices and the part that candidates can best play in that success.

Areas of Expertise

- Business Management
- Industry Knowledge
- Sales Relationship

Industry Qualifications

- Diploma of Financial Planner (DFP) 2007
- Currently Undertaking a MBA Through Macquarie University

Interests

- Current Affairs
- Boating
- Water Sports



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