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OGILVIE FLEET TARGETS FURTHER EXPANSION WITH APPOINTMENT OF HIGHLY EXPERIENCED CONTRACT HIRE AND LEASING PROFESSIONAL

Ogilvie Fleet has expanded its team of area sales managers with the appointment of Darren Hill as the multi award-winning contract hire and leasing company targets further growth.

Mr Hill's appointment follows the early 2015 recruitment of David Raponi to lead Ogilvie Fleet's growth into the larger corporate sector and the privately-owned business anticipates beefing up its sales team still further in the near future.

Ogilvie Fleet has more than 11,500 vehicles on its books and Ashley Crookes, national sales manager, said: "We are focusing on securing new business as the economy continues to recover and an ever-increasing number of employers review their fleet requirements."

Mr Crookes currently heads up an eight-strong sales team, but that will expand as Ogilvie Fleet looks to increase the number of company cars and vans on its books towards 20,000 units over the coming years.

Mr Hill has brought close to 25 years of contract hire and leasing industry experience to Ogilvie Fleet and has joined from Lookers Leasing, where he held a similar role for almost 10 years. Prior to that, Mr Hill spent 14 years at Appleyard Vehicle Contracts.

Based out of Ogilvie Fleet's Sheffield office, the company also has offices in Belfast, Birmingham and Stirling, Mr Hill will be responsible for securing new contracts and providing a wide range of best practice advice and information to existing clients based around the use of the company's wide-range of fleet management solutions.

An associate member of the Institute of Car Fleet Management, Mr Hill said: "Ogilvie Fleet develops a genuine partnership relationship with its clients, which is unusual in the industry.

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"As an independent, privately-owned contract hire and leasing company Ogilvie Fleet can genuinely offer the best solutions from its portfolio for its customers without an ulterior motive. That is not always the case with suppliers that can frequently have a parent company's interests at heart.

"I wanted a fresh challenge and am excited to join a go-ahead company, which is the leading innovator in the UK contract hire and leasing sector."

Mr Hill joins a team area sales managers that also includes Phil Regan, who is based in the company's Sheffield office, and Oliver Rudd, in the company's Birmingham office, who were among the first recruits to Ogilvie Fleet's graduate recruitment and training programme launched more than three years ago. They now each have their own territories and accounts to manage.

Mr Crookes said: "Ogilvie Fleet is in recruitment mode and looking to boost an already strong account management team. Due to the volume of new business we are already winning and our aspirations for growth we are currently recruiting experienced contract hire and leasing professionals such as David and Darren. However, in the future we may look to add more graduates to the sales team."

Ogilvie Fleet launched its graduate programme after becoming frustrated in trying to recruit high quality area managers with the drive, desire and determination to succeed.

Ogilvie Fleet sales and marketing director Nick Hardy said: "Ogilvie Fleet has award-winning IT systems and customer service support in place and allied to the desire and capability to expand we believe our product offering will prove attractive to all sizes of fleets across the public and private sectors."

Editor's notes

Ogilvie Fleet, which is headquartered in Stirling with offices in Birmingham Sheffield and Northern Ireland, provide contract hire, leasing and fleet management solutions for UK and European companies operating vehicle fleets ranging from five to 2,000+ units.

The fleet today totals well over 11,000 vehicles, making the company one of the largest independent contract hire and leasing specialists in the fleet sector.

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Ogilvie Fleet's reputation is built on an ability to deliver bespoke solutions and a consistently high quality of service, linked with competitive pricing and a 'real world' ability to work in partnership with clients. In essence, the organisation delivers the perfect combination of small company service ethos and large company buying power.

That philosophy has won Ogilvie Fleet a string of industry awards in recent years. They include: winning the Experteye Fleeteye CSI (customer satisfaction index) Award in 2010, 2011, 2012 and 2013; winning the 2012 Best Customer Service Award at the annual *Fleet News* Awards; the Leasing and Contract Hire category of the 2013 and 2014 *BusinessCar* Fleet Technology Awards; beating 49 other contract hire and leasing companies to win the 'FN50' Customer Service Award from *Fleet News* in 2012 and the FN50 Customer Service Team Award in 2013; and being named Fleet Service Company of the Year in the inaugural *Business Eye* Northern Ireland Fleet Industry Awards 2014.

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