Allan Gray Australia strengthens retail distribution team

Allan Gray Australia has recruited two BDMs to service financial advisers.

SYDNEY, NSW, AUSTRALIA, September 1, 2026 /EINPresswire.com/ -- Allan Gray Australia has strengthened its Retail Distribution team with the appointment of experienced business development manager Matthew Roberts, following the recent addition of Business Development Manager Finnbar Stenmark.

Roberts joined Allan Gray Australia on 1 September as a Business Development Manager, with responsibility for supporting financial advisers across New South Wales and South Australia. He brings more than a decade of experience in the wealth management industry.

He joins from Centuria Capital Group, where he was a Strategic Account Manager. His experience spans adviser distribution, strategic account management and the retail financial advice market.

Roberts’ appointment follows the recent addition of Finnbar Stenmark as Business Development Manager, which further strengthened Allan Gray’s adviser distribution presence across New South Wales and Western Australia.

LJ Collyer, Head of Adviser Distribution at Allan Gray Australia, said the appointments would increase the team’s capacity to work closely with advisers and support them over the long term.

“Matt brings considerable experience working with advisers and a strong understanding of the financial advice market. Just as importantly, his approach to building relationships is well aligned with how we work at Allan Gray.

“We take a long-term approach with our relationships with advisers, just as we do with investing. That means taking the time to understand advisers’ businesses and their clients and making ourselves available for useful conversations through different market environments.

“Finnbar has already proved a valuable addition to the team, and Matt’s appointment gives us further capacity to spend time with advisers and strengthen those relationships. We’re delighted to have them both on board.”

ENDS

About Allan Gray Australia
The Allan Gray investment philosophy is to take a contrarian approach, apply it consistently and invest for the long term. This approach was started by Dr Allan Gray who founded Allan Gray Ltd in Cape Town in 1973. Allan Gray in Australia and globally are privately owned and share the same investment philosophy. Allan Gray Australia was established in 2005 and launched its flagship Allan Gray Australia Equity Fund in 2006, followed by the Stable Fund in 2011 and the Balanced Fund in 2017. For more information, go to allangray.com.au.

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