

# BDM OF THE WEEK

Peter Eckersley is genuine, warm and reliable and brings to bear his wealth of valuable experience in the industry in his dealings with clients, says Mike Richardson

**NAME:** Peter Eckersley

**AGE:** Getting on a bit

**COMPANY:** All Types of Mortgages

**AREA:** North-East

**NOMINATED BY:** Mike Richardson,  
director, Dean Street Financial Management



**REASONS FOR NOMINATION:** When you speak to Peter, his wealth of experience in the industry is clear. His knowledge of products and services is exemplary. This, coupled with a genuine, reliable, upfront and warm nature makes him a delight to work with. His level of professionalism and efficiency is second to none - nothing is too much trouble.

He is always available to speak to clients and keeps us up-to-date with any news or developments. He always provides efficient and prompt service and is a tremendous ambas-

sador for his company. All in all, Peter is one of the best BDMs I have ever had the pleasure to work with.

**BDM SAYS:** It's gratifying to read such compliments. I have worked for the company for a number of years in a variety of roles in administration and sales. I therefore believe I understand what's important in terms of intermediary and customer needs, which helps to provide a good personal service.

I believe in keeping brokers informed, whether it's good news, bad news or no news. I've worked in the industry for over 30 years and have constantly seen people ignore emails and phone calls which is as discourteous as it is inefficient. Efficiency is important when you are dealing with a number of brokers and I'm one of those people who always rings back as soon as I can or when I say I will. Service is important to me and I'm delighted that this is reflected in my work.

Have you got a BDM that has impressed you? Please send nominations to [christine.toner@centaur.co.uk](mailto:christine.toner@centaur.co.uk)

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