

## Philo appoints OneVue's Karrasch to sales role

23 June, 2014 Jason Spits

**The former head of sales at Macquarie Bank and Rothschild Australia Asset Management has left OneVue to work with managed accounts provider Philo Capital Advisers.**

Stephen Karrasch, who was until February this year, head of group sales with OneVue for nearly six years, made the move across to Philo in May and will take on the same role at the latter group.

Philo has manages more than \$4 billion of client's funds of which \$3 billion is in separately managed accounts and individually managed accounts administered by the group.

Philo joint chief executive Brett Sanders said the growth of the group led it to appointing a head of sales after it felt the need to expand beyond the current group of foundation clients after setting up two and a half years ago.

Karrasch has held senior roles roles in number of financial services organisations and prior to OneVue was head of sales at Macquarie Bank from 2006 to 2008. He was also a director and head of retail sales at Rothschild Australia Asset Management from 1990 to 2002.

He said the chose to join Philo after looking at other options in the managed account space and said the Philo offering "just clicked with me and I knew this was the future for leading advisers and something I could promote with great conviction".

