JCT600 Contracts appoints sales director

Paul Walters has been appointed sales director of JCT600 Contracts, the specialist leasing and fleet management division of independent Yorkshire-based motor firm JCT600.

With over 24 years’ experience in the vehicle leasing industry, Paul joins from GE Capital EMEA, Fleet Services, where he has spent the majority of his career. His roles include eight years as pan European strategic accounts manager; and, latterly, nine years as pan European strategic accounts director, managing 14 European customers with a combined vehicle fleet in excess of 50,000.

Paul has experience of winning and managing several very large (5,000+) multi-national fleets covering multiple European countries.

In this new role, Paul will use his experience and knowledge of working within larger organisations to facilitate JCT600 Contracts’ future strategy, adding more rigour and focus to the sales process.

Andrew Mann, managing director of JCT600 contracts, says: “Paul is a welcome addition to the team; he is vastly experienced and will bring a new dimension to the progress of our company. Having celebrated our 25th anniversary last year, JCT600 Contracts is continuing to go from strength to strength and it is
vital that we keep investing in new talent in order to ensure we are able to provide the best service and value to our customers in a very competitive sector.”

Paul added: “JCT600 is a well-financed, robust business which has carved out a very successful niche for itself by providing a personal, tailored service to SMEs. The range of products and services, as well as the people and systems it has and is developing, are second to none. In addition it has the flexibility, speed and agility of a smaller company to really meet its customers’ needs. It is in prime position to move on to greater things in the UK fleet market and I am really excited by the opportunities to build on these solid foundations and drive further growth.”

JCT600 Contracts is a stand-alone business within JCT600. It operates a fleet of 7,000 vehicles, predominantly serving SMEs, typically with fleets of 5-200 vehicles, supplying all brands of cars, vans and even mini buses throughout the UK from the South East to Scotland. Based at Apperley Bridge, it employs 43 staff.

JCT600, which has its head office in Bradford, is a family business with 47 dealerships throughout Yorkshire, Derbyshire, Lincolnshire, Nottinghamshire and the North East. It sells 19 of the world’s most respected brands such as Aston Martin, Audi, Bentley, BMW/MINI, Ferrari, Maserati, Mercedes-Benz, Porsche, Vauxhall and Volkswagen.

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Photo shows: Paul Walters, sales director of JCT600 Contracts

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