

Aztec Group appoints Michael Saunders as Global Head of Sales

Aztec Group has announced the appointment of Michael Saunders as Global Head of Sales, strengthening its global commercial strategy across asset classes.

Michael brings extensive experience in driving commercial growth and building high-performing sales teams across global markets. Prior to joining Aztec, Michael served as Managing Director, Securities Services, Sales Execution at JP Morgan Chase, where he led strategic initiatives to expand client relationships and deliver sustainable revenue growth. Before that, Michael spent over 25 years at Brown Brothers Harriman, gaining deep global experience across Asia, Europe, and the US, and building expertise in asset management and banking.

In his new role, Michael will oversee sales and business development activity across Europe and U.S., spanning all business lines.

“Michael’s insight-led sales approach, strong technical foundations and proven leadership of large, complex global teams fit perfectly with Aztec’s client-first growth strategy,” said James Gow, Chief Commercial Officer at Aztec Group. “We are excited to welcome him to the commercial leadership team as we continue to build long-term client partnerships and scale our platform across private markets.”

Michael’s appointment is the latest in a series of strategic recent hires as Aztec Group continues to scale in key markets, including [Akbar Sheriff](#) as Chief Client Success Officer and Chief Operating Officer, [Maria von Oldenskiöld](#) as Global Head of Investor Services and [Sam Metland as Head of Product and Propositions](#).