

News Release

NFB BOOSTS SUPPORT FOR MID-SIZE CONTRACTORS

The National Federation of Builders (NFB) has bolstered its support for medium sized contractors with the appointment of James Macdonald as a new key account handler.

His new role has been created by the NFB in recognition of the more complex needs of contractors with a turnover greater than £5 million.

James brings over 15 years experience managing major customer accounts on behalf of leading brands like LEGO and Gillette with European-wide responsibilities.

Commenting on his recent appointment, James said: "With the industry enduring one of its most challenging periods, the strength of the NFB's support is an asset to a business of any size.

"Larger SMEs require a more tailored and sophisticated approach to business support and problem solving'."

Julia Evans, chief executive of the National Federation of Builders, said: "James' experience makes him an ideal candidate to work alongside our larger companies.

"His appointment enables us to provide tailored, hands on service for all of our members - no matter what their size."

The NFB represents some 1,500 builders and contractors across England and Wales. In addition to providing specialist advice and business services, the Federation, with a network of eight regional offices, lobbies local, national and European government on a range of issues to sustain positive trading conditions for members.

For more information visit www.builders.org.uk

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