**Mark Woolnough**

**Head of Broker Distribution, ING DIRECT**

Mark began his banking career under the graduate program at ANZ, where he worked for ten years across all aspects of the retail bank.

In 2000, Mark joined ING DIRECT as a Relationship Manager where his passion for service quickly led him to a senior leadership position.

Mark’s ability to deliver results was obvious so he was relocated to South Australia, an underperforming broker distribution state at the time. In less than 18 months, Mark was able to re-establish a professional service team, reaffirming ING DIRECT’s position as one of the major players in the South Australian mortgage market.

Mark then held the roles of Head of Direct Mortgages, NSW State Manager (Broker) and Head of Partnerships (Broker) before being appointed Head of Broker Distribution in 2011.

Mark brings a true sense of energy and drive to the team, focusing on developing the skills of his team and strengthening their rapport with brokers. Mark is passionate about ensuring his sales team evolves so that they can bring ING DIRECT’s other products to life through their existing third party distribution footprint. Mark’s ultimate objective is to ensure ING DIRECT remains the market leader in all areas of third party service delivery.

Mark is committed to supporting ING DIRECT’s Community initiatives through its partners - the Cerebral Palsy Alliance, School for Social Entrepreneurs, National Centre of Indigenous Excellence and United Way. Outside of work, Mark is a keen sportsman and enjoys running, hockey and touch football having played at representative level in both sports. Mark is married with two children.