

**PRESS RELEASE**

**7 September 2018**

## **SCOTTISH LAND & ESTATES APPOINTS NEW HEAD OF BUSINESS**

A new Head of Business has been appointed by rural business organisation, Scottish Land & Estates (SLE).

Tony Stevenson has joined the organisation following an association with SLE stretching back to 2010.

Previously working on a consultancy basis to oversee logistics and infrastructure for the SLE's events calendar, since 2014 Tony has been drawing on his extensive business experience to facilitate new commercial and sponsorship opportunities for the organisation.

In his new role, Tony becomes a senior member of staff at SLE and will work with Dee Ward, Vice Chair Operations, and Executive Director, Sarah-Jane Laing to increase new business, improve member services and increase business effectiveness. This includes the day to day management of finance, membership, IT and infrastructure functions.

Prior to joining Scottish Land & Estates, Tony had operated his own business and sales management consultancy, which had various strands including engineering, software and business development, as well as specialisation in business-to-business sales. Before forming the consultancy, Tony worked in management for Mercedes-Benz UK, MAN Truck & Bus UK during the 1990s, and was previously involved in the retail sector.

Tony Stevenson said: "I've enjoyed a long association with SLE and appreciate fully what members are delivering for the rural economy across Scotland.

"The opportunity to become more involved on a day-to-day basis was great as I believe I can use my experience of the commercial sector to benefit not only the organisation but also to provide guidance that can assist the businesses of individual members.

"SLE has implemented a number of business improvements and I look forward to working with Dee, Sarah-Jane and others to increase our effective as an organisation and deliver further tangible benefits for our members"

Dee Ward, Vice Chair (Operations) at Scottish Land & Estates, said: "We're delighted to welcome Tony to a full-time role with Scottish Land & Estates.

“Tony has been involved in a variety of capacities at SLE - a commercial member, a member of the South East regional committee, service provider, consultant and now employee. He has therefore seen the business from a variety of angles, gathering a huge amount of knowledge and understanding not only of how we can improve our internal processes but also how to improve our offering to all members.”

Sarah-Jane Laing, SLE’s Executive Director added “Many of our members and suppliers will have been working with Tony for a number of years and will have first-hand experience of his tremendous passion for the organisation, its members and the rural sector in general. With his commercial expertise and his understanding of the rural economy, Tony’s appointment as Head of Business will help us deliver our ongoing business improvement.”

**ENDS**

**NOTES TO EDITORS**

**About Scottish Land & Estates**

Scottish Land & Estates is a membership organisation for landowners, rural businesses and rural professionals. Scottish Land & Estates promotes the wide range of benefits land-based businesses provide: tourist attractions, leisure facilities and landscapes enjoyed by the public, as well as, housing, employment, tourism & enterprise and farming opportunities. For more information, visit [www.scottishlandandestates.co.uk](http://www.scottishlandandestates.co.uk)