

# Franchise Development

## Meet our team



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**Kate Pullen**  
Director for Franchise

**Territory:**  
UK

**Phone Number:** 07917 837698

**Email address:** [katherine.pullen@natwest.com](mailto:katherine.pullen@natwest.com)

"I have worked in Business Banking for over 14 years across a wide range of areas including supporting customers in relationship management roles to running Business Banking teams across London and the South East. I am passionate about building a team in the Franchise market who are able to support the whole sector across a wide range of areas and be more than a provider of financial services."



**Peter Howe**  
Franchise Development Manager

**Territory:**  
South West and Wales

**Phone Number:** 07717 348554

**Email address:** [peter.howe@natwest.com](mailto:peter.howe@natwest.com)

"I joined the Franchise Team as a BDM in September 2018 after spending 8 years as an Relationship Manager. I am passionate about delivering great service and building lasting business relationships and am really excited to have the opportunity to support both established and new Franchise businesses to help them achieve their goals and aspirations. I am keen to work closely with Franchisors and Franchisees to ensure they have access to the bank's wide range of products and services and also the local support from our Relationship Managers."



**Janet Wedderburn**  
Franchise Development Manager

**Territory:**  
North

**Phone Number:** 07585 997465

**Email address:** [janet.wedderburn@rbs.co.uk](mailto:janet.wedderburn@rbs.co.uk)

"I have been a Franchise Development Manager since March 2018. Prior to this I worked as a Relationship Manager for both general trading and healthcare businesses for over 6 years. My favourite parts of my role are building relationships and delivering great service. I enjoy meeting new people and getting to know them."



**Andrew Styles**  
Franchise Development Manager

**Territory:**  
Midlands and East

**Phone Number:** 07766 102317

**Email address:** [andrew.styles@natwest.com](mailto:andrew.styles@natwest.com)

"I joined the Franchise Team as a BDM in 2018 following 6 years as a Business Relationship Manager in the Derbyshire area. I'm passionate about supporting both existing and newer businesses in the franchise sector. There is a massive opportunity to significantly increase our support to franchisors and franchisees through lending and also our wider market proposition."



**Mark Scott**  
Franchise Development Manager

**Territory:**  
London and South

**Phone Number:** 07801 034063

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"I have been in the franchise team for over 20 years undertaking many roles during that time. I particularly enjoy working with new franchisors and helping them to develop their franchise business over a number of years"



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