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| **Curriculum Vitae** |
| **PERSONAL INFORMATION** |  |
| **Name** | ***Ţuică Gabriel Alexandru*** |
| **Address** | *Bucharest* |
| **Telephone** |  |
| **Fax** |  |
| **E-mail** | *gabriel.tuica@transilvaniabroker.ro* |
| **Nationality** | *Romanian* |
| **Date of birth**  | *1982* |
| **PROFESSIONAL EXPERIENCE** | ***June 2017- present******Non-executive member of AC/ Audit Committee member*** ***TRANSILVANIA BROKER DE ASIGURARE S.A., Bistrita****Str. Zorilor nr.5* ***October 2016 – June 2017 – Deputy Director******TRANSILVANIA BROKER DE ASIGURARE SRL, Bistrita****- the upkeep/coordination of corporate support activity**- the establishment and implementation of several working procedures suitable for offer demands from company employees/collaborators**- active involvement and supervision of the negotiation, offer and issuing processes of insurance policies**- the permanent maintenance of connections both with employees/partners and representatives of insurance companies (subscription and sales departments)****2014 <> October 2016******Insurance Broker Partner - TRANSILVANIA BROKER DE ASIGURARE SRL, Bistrita-*** *Corporate Support Department - Bucharest**- the upkeep/coordination of corporate support activity**- the establishment and implementation of several working procedures suitable for offer demands from company employees/collaborators**- active involvement and supervision of the negotiation, offer and issuing processes of insurance policies**- the permanent maintenance of connections both with employees/partners and representatives of insurance companies (subscription and sales departments)****Insurance Broker Partner******2010 <> 2014******GTT BROKER DE ASIGURARE SRL****Bucharest**Brokerage Assistant - partner**- the management and development of the existent client portfolio**- updating customers on upcoming instalments and expiration dates**- maintaining a permanent level of communication with customers in order to understand their needs and wants**- the planning and developing of reports concerning risk analysis and insurance cost optimization* *- the assistance of customers in the case of claims**- the continuous search for customer references in order to expand the portfolio* ***Chief of Insurance Services******September 2008 <> April 2010******OTTO BROKER DE ASIGURARE SRL****Bucharest**Chief of Insurance Services**- the planning, organising, coordination and control of the entire activity of the Corporate Department – medium/large clients**- the establishment of the responsibilities and tasks for each employee, along with the salary/bonus system**- the conception and implementation of sales programmes* *- the overseeing of achieving planned targets**- the supervision of the existing clients portfolio management activity**- ensuring the support and continuous tracking of the new clients portfolio (new business) development**- participating in specific negotiation along with the team, verifying the signed policies to conform with the calculated risks**- the planning and developing of reports concerning risk analysis and insurance cost optimization**- responsibilities regarding the compliance with the norms set out by CSA (Insurance Supervision Commission) and the existing regulations within the insurance market**- responsibilities regarding the compliance with internal norms and methods in regards to special-procedure documents, the implementation of legislative changes and the inspection of their application****Insurance Broker****Full time****September 2007 <> August 2008******OTTO BROKER DE ASIGURARE SRL****Bucharest**Insurance Broker*- the coordination of the property and construction-assembly insurance service*- participating in specific negotiation along with the team, verifying the signed policies to conform with the calculated risks**- supervising the Corporate Insurance Sales team to complete the tasks specific to the coordination of the Corporate Sales team**- the planning and developing of reports concerning risk analysis and insurance cost optimization**- the supervision of the existing clients portfolio management activity**- ensuring the support and continuous tracking of the new clients portfolio (new business) development****Insurance Agent****Full time****January 2005 <> August 2007******TOTAL ADVISOR INSURANCE BROKER SRL (ACTUALA - OTTO BROKER DE ASIGURARE SRL)****Bucharest**Insurance Agent**- the management and development of the existent client portfolio**- maintaining a permanent level of communication with customers in order to understand their needs and wants**- the planning and developing of reports concerning risk analysis and insurance cost optimization* *- the assistance of customers in the case of claims**- the continuous search for customer references in order to expand the portfolio*  |
| **EDUCATION AND TRAINING** | ***Master’s Degree**** *2004-2006*
* *The Academy of Economic Studies Bucharest*
* *Faculty of Finance, Insurance, Banks and Stock Exchanges*
* *Financial Management and Capital Markets - DAFI*

***Bachelor’s Degree****- 2000-2004**- University of Oil and Natural Gas Ploiesti** *Faculty of Economic Sciences*
* *Specialisation: Economy of Commerce, Tourism and Services*

***High School****1996-2000**Industrial School Sinaia**Tourism* |
| **PERSONAL APTITUDES AND COMPETENCES**  | *Communication, planning, coordination, negotiation, focus towards results, team spirit, resistance to pressure, determination, loyalty, integrity, responsibility, good judgement* |
| **Native Language** | *Romanian* |
| **Known Foreign Languages** | *English – advanced*  |
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| **Technical aptitudes and competences** | *PC use**Professional certificate – Tourism, Receptionist**British Council Diploma* |
| **Driver’s Licence** | *A* |
| **Other aptitudes and competences** | *Athletic, practising a range of sports* |
| **ADDITIONAL INFORMATION** **(recommendations)** | *Victor Sraer – Otto Broker de Asigurare**Paul Cambera – GTT Broker de Asigurare**Gabriel Login – Transilvania Broker de Asigurare**Dan Niculae – Transilvania Broker de Asigurare* |
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Date TUICA GABRIEL ALEXANDRU