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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