

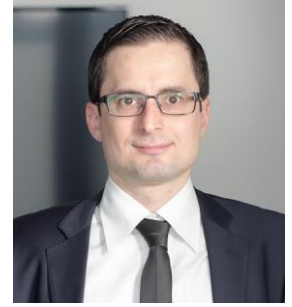
# Mustafa DİNÇ, Cert CII

Wrocław | Poland

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## Professional Summary

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High performing Marketing, Product Management and Business Development Professional with +10 years of experience; deep understanding of insurance sector along with compliance, market research and analysis, customer segmentation and business development initiatives by delivering superior results under extreme pressure. Expert at working with multi-national and functional teams and project management, assessing needs, creating options, and well-crafted business solutions via well-developed networking, organizational and analytical skills. Possesses in-depth understanding of data analysis and reporting and generating accurate documentation in line with regulations and organizational standards. Flexible and adoptable with the high level of emotional intelligence, change oriented, and valuing diversity.

## Professional Skills and Competencies

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- Marketing Strategy
- Product Management
- Product Development
- Business Development
- Operations Management
- Customer Relations Management
- Compliance Management
- Market Research & Analysis
- Customer Segmentation
- Project Management
- Data Analysis
- Risk Management
- Third Party Relations
- Excellent Communication
- Benchmarking
- Strategic Planning
- Analytical Skills
- Collaboration

## Professional Experiences

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### Reinsurance Analyst

AXA XL | Wrocław | Poland

02.2017 to Present

- Responsible for performing technical, operational duties regarding reinsurance accounts in UK and EMEA regions within the underwriting support department, and executing risk, premium and claims data analysis and reporting along with overall data quality control by directly reporting to the Team Leader in the process,
- Ensuring that all data is accurate and up to date, documentation is properly performed, and all transactions are uploaded electronically into the system in compliance with respective procedures and guidelines,
- Actively collaborating with the HUB team within France and monitoring their progress regarding the assigned tasks along with responding to internal queries in a timely and efficient manner,
- Generating reinsurance analysis reports for executive management review, closely monitoring inconsistencies on account-related issues and taking immediate actions when necessary,
- Working closely with internal departments within respective projects as required, performing on reinsurance monthly, quarterly, and yearly closing process and supporting continuous improvement initiatives within the organization.

*\*\*\* Announced and honored as the most accomplished Reinsurance Analyst in 2018 among the 20 Reinsurance Analysts within the organization as a result of showing a performance surpassing the assigned tasks with the highest accuracy.*

*\*\*\* Relocated in Poland and applied for necessary permits to settle during the 5-months gap.*

### Product Management Specialist

Groupama Sigorta A.S. | Istanbul | Turkey

11.2015 to 09.2016

- Effectively carrying out respective product management activities regarding a variety of insurance products (life, pension, non-life etc.) and defining product marketing objectives in line with the organizational goals by directly reporting to Marketing Manager in the process,
- Driving efforts to enrich the product lines by reviewing product specifications and requirements and coming up with new products accordingly; also assessing market conditions, competition, and trends both locally and internationally pre-launch,
- Actively collaborating with various business units to determine required product revisions and regulatory adaptations, and implementing changes accordingly via collaborative projects as well as actively executing projects with the third parties,
- Ensuring that all printed or digital material and content are created in accordance with overall marketing strategy by briefing communication department accordingly; providing information for management to utilize in product sales forecasts.

### Freelance Consultant

11.2014 to 11.2018

SCOR Global Life | Zurich | Switzerland

- Providing freelance consultancy regarding insurance sector during the respective period, as well as actively involving in SOLEM tool translation project (from English to Turkish) by assuring exhaustive proofreading and quality control.

\*\*\* SOLEM is the online medical underwriting tool of SCOR Global Life, a global reinsurance company.

### Multinational Servicing Unit Admin

09.2014 to 11.2015

ACE European Group | Istanbul | Turkey

- Executing multinational accounts such as Coca-Cola, Boeing, Microsoft etc. regarding all types of insurance including accident & health, casualty, financial & professional lines, marine and property by directly reporting to the Operations Manager in the process,
- Adapting global standards into local legislation in Turkey by evaluating local insurance regulation in detail, executing respective operations management accordingly and acting as a primary contact regarding the client queries along the way,
- Ensuring that all documentation is generated in accordance with the local regulations and requirements, and actively collaborating with brokers and underwriters to determine overall pricing strategy and other issues to ensure smooth operations regarding multinational programs.

\*\*\* Achieving account objectives in a timely and efficient manner with no standing backlog and keeping the servicing office score as 100% for an entire year.

### Assistant Operations Specialist

01.2014 to 08.2014

AON Benfield | Istanbul | Turkey

- Executing operational activities within the operations and compliance department by carrying out a variety of respective processes including facultative reinsurance operations, registering policies and premiums, and following up in time solutions regarding clients such as contracts, debit notes etc.,
- Ensuring that all departments comply with the AON's principles and procedures by attending compliance meetings and actively collaborating with the COO, Compliance Officer and Legal Counsel in the process,
- Also, implementing, reviewing and documenting internal control mechanisms in accordance with AON's global internal control requirements, and closely monitoring the compliance of business units along the way.

### Marketing Assistant

02.2012 to 12.2013

Ziraat Hayat ve Emeklilik A.S. | Istanbul | Turkey

- Assisting operational processes within the strategic marketing and corporate communications department by providing support to a wide range of respective activities including market research, product development, customer segmentation etc.
- Also, conducting competitive analysis and benchmarking, managing social media presence, and assisting communication activities, as well as providing translation support when necessary.

### Education

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Bachelor's Degree | Business Administration | Anadolu University | Eskişehir | Turkey 2011 - 2013

Associate Degree | Foreign Trade | Anadolu University | Eskişehir | Turkey 2005 - 2009

Bachelor's Degree | Economics (Full Scholarship) | Yaşar University | Izmir | Turkey 2004 - 2009

\*\*\* Ranked 1st in the department and 2nd best in the entire faculty

\*\*\* Erasmus Program: Business Management | University of Warsaw | Warsaw | Poland | 2007

### Certificates

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- JCI, European Leadership Academy, Gothenburg, Sweden, 2018
- The Chartered Insurance Institute (CII), Certificate in London Market Insurance, London, 2018:  
LM1: London Market Insurance Essentials Examination, LM2: London Market Insurance Principles and Practices Examination, LM3: London Market Underwriting Principles Examination, 2018
- Pension Monitoring Centre (EGM), Private Pension Intermediary Certificate, Istanbul, 2016
- Insurance Training Centre (SEGEM), Insurance Technical Staff Professional Competency Certificate, Istanbul, 2016

## Trainings

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- Istanbul Metropolitan Municipality Art and Vocational Training Courses (ISMEK), MS Excel Advanced, Istanbul, 2016
- SCOR Global Life, Product Development Focus on Critical Illness, Health and Disability Insurance, Zurich, 2015
- Istanbul Metropolitan Municipality Art and Vocational Training Courses (ISMEK), Basic Accounting, Istanbul, 2015
- Turkish Insurance Institute (TSEV), Advanced Insurance Training Programme: Specialization in Reinsurance, Istanbul, 2014
- Turkish Insurance Institute (TSEV), Basic Insurance Training Programme: Specialization in Life Insurance, Istanbul, 2012 - 2013

## Memberships

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- Member of JCI Wrocław, Junior Chamber International, Since 2017
- Member of the Chartered Insurance Institute (CII), Since 2017
- Young Insurers Association (GESID), Since 2015
- Risk Managers Association, Since 2015
- Member of JCI Istanbul (Junior Chamber International), 2012 - 2017

## Projects

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- The 10th "University on Youth and Development", Organizer-Trainee, The Council of Europe, Mollina, Spain
- "University and High School Youth Hand in Hand for Social Integration Project", Project Manager, Yaşar University European Union Center, Izmir, 2008 - 2009

## Computer Skills

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Microsoft Office Programs

## Personal Data

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Date of Birth : 1986  
Place of Birth : Turkey  
Marital Status : Married  
Military Status : Completed (2011)  
Work Permit : Does not require in the EU (due to spouse's EU citizenship)

## Languages

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Turkish : Native Proficiency  
English : Full Professional Proficiency  
Polish : Pre-intermediate

## References

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Can be provided upon request.