

CURRICULUM VITAE ET STUDIORUM

Professional Profile with vast expertise
in Insurance, Risk Management and M&A
and active multisector International Network

RESIDENTIAL ADDRESS:
1421 LOZENETS, SOFIA
BULGARIA, EUROPEAN UNION
ЛНЧ & Long Term Residence (5 y)
Hometown: MONFALCONE, ITALY

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DAVIDE GARBIN, M.SC.

Personal Profile

DOB 18/06/1983, in Monfalcone, Gorizia Province, Italy. Italian nationality.

International residence: Chania (**Greece**, 2 years); **Dubai** (UAE, 6 years); **Sofia** (Bulgaria, 8 years)

Current residence (official residence & domicile): Sofia, Bulgaria. Long-term residence permit in Bulgaria, 5y

Spoken Languages

Primary: **ITALIAN** (mother tongue), **ENGLISH** (M.S.A.C.S. international high-school and IB Diploma)

Secondary: **FRENCH** (very good, 6 years), **SPANISH** (good, 2y), **BULGARIAN** (working knowledge, 8y)

Skills and Proficiencies

1. Business Development B2B & B2C and CRM Support: international accounts development; Marketing & Sales: Marketing Plans; Account Management| **2. Financial Services: Life and Property & Casualty Insurance, M&A** due-diligence support| **3. Operative Risk Management** advisory and **Audit for M&A in FIG.**

Career and other Professional experiences

May 2017 – Nowadays **VIRTUS Advisory Ltd.** Sofia, Bulgaria
Manager for Insurance & Risk Mngt. | Agent of GENERALI Insurance AD and ALLIANZ Pension Co. AD

Advisory Boutique authorized in Financial Services by the **FSC** (insurance **agency**, Team Leader for Generali). **Business development, marketing** and clients' **relationship management** for all insurance accounts of the Company. **Referent to Confindustria and BBBA. Claim support and handling for foreign Clients** such as SME's Entrepreneurs. **Audit** of Corporate Operative Risk (ORM), and advisory for holistic **Risk Management**.

May 2018 – November 2018 **SOMMET Advisor Bulgaria Ltd.** Sofia, Bulgaria
Start-up Advisor and first **Responsible Manager** for the activation of the VAT and VIES. 70k BGN in 6 months. Advisory to Insurers for **top-tier innovative Online/Cloud multi-Platform system international implementation**

January 2014 – July 2017 **NOVIS Poist'ovňa (Insurance) Inc.** Bratislava, Slovakia
Advisor to two of the SB members and the CEO for expansion in Italy in Freedom of Services, now active.

January 2011 – February 2018 **ASIGEST BROKER SpA (JSC) / I&G Brokers Owner** Biella, Italy
Consultant for various projects and advisor to the majority owner for international development (RO;BG;IR)

May 2008 – November 2010 Sofia, Bulgaria

GENERALI Insurance AD (PLC) and GENERALI Life Insurance AD, part of GENERALI Group

- **Director VIP International Clients**, World Trade Center Sofia (part of the WTC Worldwide Network).

Hired in the local companies (Life/P&C) of **Assicurazioni Generali** for Client Relationship with locally present international Clients (**entrepreneurs, diplomats or firms**). Work was carried out in a Front-Office with supervised colleagues under the **direct supervision** of the General Director of Sales of Generali in Bulgaria.

- **Small and Medium Enterprises Project Leader**, B2B Sales Division, Headquarters.

Since March 2009 the Company reassigned me at the Headquarters – B2B Division, as **responsible for the Italian Desk** for the Italian-capital firms in the Country, either small and medium enterprises (main presence) or **multinationals**. B2B and B2C CRM of the Life, Non-Life and Voluntary Health Insurance sales through direct and indirect channels (leading Brokers including the market n. 1 and Corporate Agent firms).

- **Key Account Manager VIP International Clients**, Corporate Sales and Business Development Division, HQ. Following the further Corporate restructuring in May 2010, the Company has assigned me the management of the strategic key Clients, due to previous experience and **profitable portfolio** work and KPIs achieved.
Main Achievements: Bancassurance with UniCredit Bulbank Gas Pipelines GTPL, low-claims ratio.

January 2008 – April 2008

Embassy of Italy in Sofia, Bulgaria

Internship in the Economic-Commercial Office

The main tasks included supporting the **internationalization** of the Italian-capital Companies **in the Country** together with other Italian economic diplomacy institutions, writing **reports directed to the Italian MFA** on the macroeconomic and commercial events, update of the **economic-commercial section of the Website** of the Embassy, half-year update of the official **MFA-ICE** (Italian Trade Commission) economic-financial **report**.

International Economic Cooperation Work Experiences:

Organization of the international conference “Sofia, Balkans”, basis for founding **CONFINDUSTRIA CEE**.

Referent for GENERALI Bulgaria Holding EAD, now for VIRTUS Advisory OOD to **CONFINDUSTRIA Bulgaria**.

Legal Representative of VIRTUS Advisory in the **British Bulgarian Business Association** (British Chambers).

Education and Qualifications

Postgraduate professional education

September 2013

Managing Operational Risk (ORM) in Banks and Insurance Companies **SDA Bocconi – Milano**

Course attended by Italian Central Bank officers and managers of primary private Banks. Accredited 35 CE Credits by the **CFA Institute**.

University Studies

October 2005 – October 2007

University of Trieste – Gorizia Campus

M.Sc. in International Sciences and Diplomacy – International Economics Curriculum, full marks honours
M.Sc. is an Economics-Financial sector qualification according to the European Financial Planning Association (**EFPA-Italy**).

September 2001 – April 2005

University of Trieste – Gorizia Campus

B.Sc. in International Sciences and Diplomacy

A total of 30 courses in various fields of international relations, finance & economics, law, and languages. Mark: 96/110.

High-School Studies

1995 – 2001 **Emirates International School – Dubai (UAE)**, accredited by **M.S.A.C.S. of Pennsylvania**

Double Diploma: Internal, MSACS-accredited & International Baccalaureate Diploma, IBO (Geneva)

IB Diploma Awarded in grade twelve, 6 subjects, 2 languages (English & Italian plus French extra-curricular).

The **IGCSE** (managed by the University of Cambridge) has been completed in grade ten (similar subjects).

IT skills, other Certifications and Political Experience & Positions

- **CIT (Cambridge Information Technology)**, 2001 – Computer license managed by the Cambridge University (5 modules): MS Word, Excel, PowerPoint, Access and Computer Literacy (Apple and Microsoft).

- **French language certificate “de niveau avancé”** of the **Université de Savoie I.S.E.F.E.** | **Business English (IPEC Excellence level)** of the **British Chamber of Commerce for Italy**.

- **FSC (ΚΦΗ) Registered** responsible person for an Agent firm representing two major Insurance Companies on the local market since five years.

- **National Delegate** for Bulgaria of **CTIM** – Tricoloured Italians Abroad Committee, international NGO for Italian citizens resident abroad. Close coordination with Rome HQ Coordinator and Italian MPs.

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