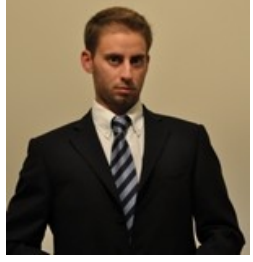


<p>MR. STEFANO MALBERTI</p>  <p>CURRICULUM VITAE Personal Information</p>	<p><u>Surname, Name</u> : MALBERTI, Stefano <u>Address</u>: Piazza XXIV Maggio – Milano (MI) – Italy <u>Mobile</u> : (+ 39) 329.87 65 608 <u>E-mail</u> : collaboratori@stefanomalberti.com <u>Nazionalità</u> : Italian <u>Date and place of birth</u> : April 1988 – Milan - Italy</p>	
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WORK EXPERIENCE

- Period From 1st January 2013 at Today
- Name and address of employer **DONAU Versicherung AG, Vienna Insurance Group - Via B. Quaranta, 45; Milan - Italy**
- Type of business or sector Insurance Company, (Business: MTPL - Kako - Driver Accident - No Motor)
- Type of employment Employee of Sales Management Structure – Sales Data Analyst (5th Ania Level, Permanent Contract)
- Main duties and responsibilities
 - Analysis of Sales and Contest results, Network performance, After-Sale operations, and Budget gaps.
 - Support and operational assistance to the Sales force in various activities of partner management.
 - Editing production report and presentations. Management settlement phase of over commissions
 - Technical support on IVASS regulatory activities.
 - Analysis of portfolio trends and management of corrective activities in collaboration with the Agreements and Portfolio offices.
 - Start-up of “portfolio restructuring action plan”.

- Period From 16 June 2011 to 31 December 2012
- Name and address of employer **Bnp Paribas – Cardif - Via Tolmezzo, 15; Milan - Italy**
- Type of business or sector Life and Non Life Insurance (Business: CPI – P&C – CQP/CQS [Pension/Salary Loans] – CVT)
- Type of employment Employee Sales Management Partnership - Business Planning Department - Sales Support
- Main duties and responsibilities
 - Editing production report and presentations. Management settlement phase of over commissions.
 - Supervision of launching new products process (Channels: Motor, Bancassurance, Retail, GDO).
 - Update and monitoring products technical information in the Company System.
 - Collaboration in the definition of management circuits for important Partners (premiums, claims etc).
 - Preparation of contractual documentation and launch new online platform as contractual archive .
 - Support in ISVAP regulations activities for the preparation of contractual documentation.
 - Support and operational assistance to sales force in various activities of partner management.
 - Analysis of Sales and Contest results, Network performance, After-Sale operations, and Budget gaps.
 - Analysis and verification of products actuarial quotations.
 - Cooperation between sales units and other business functions (actuarial, legal, management, marketing) in test phase and during the launch of new products or quotation for new partnerships, and regular implementation of new customers acquired.

- Period From 17 September 2007 to 15 June 2011
- Name and address of employer **ASPECTA - ASSURANCE INTERNATIONAL LUXEMBOURG S.A. - Via Russoli, 5 Milan - Italy**
- Type of business or sector Life Insurance (unit and index-linked policies)
- Type of employment Employee of Sales Department (4th Ania Level) (Permanent Contract)
- Main duties and responsibilities
 - Management of Distribution Agreements (Agents, Brokers, Banks, securities company).
 - Management of commission Systems (Incentives, Rappel, Signals and Over).
 - Management of technical and insurance training (ISVAP-CONSOB) in collaboration with AC Formation Company of Albina Candian. (implementation of process internal in broker training).
 - Network Meeting Coordination (training and information ROADSHOW).
 - Assistance at Company inspectors, area managers and Sales Director).
 - Management of statistics and reports (Budget, Forecast).
 - Management of portfolio broker transfer and controls of correct administration.
 - Bank guarantees and insurance guarantees (control, supplying, enforcement).
 - Litigation agents.
 - Gadgets (production, study design, order, inventory, management and distribution network).

-From Sept.2010 i take part of Team chosen for the Management of Run-Off. Procedure (direct relationship with management in Luxembourg); Operations:agency closures, liquidation indemnity of resolution.

- Period Summer 2006 & 2007
- Name and address of employer **Disco Restaurant - "Dopo le 8"**, Lungomare Crocetta – 17015 Celle Ligure (Sv)
- Main duties and responsibilities DJ and Party/Event supervisor

- Period From September 2006 at today in free time
- Name and address of employer **"Viola"** - Fashion Store, 1, Via Trincea delle Frasche, – 20136 Milano (Mi) www.confezioniviola.com
- Type of business or sector Distribution of clothing for men, women (family activity)
- Main duties and responsibilities Computerization of inventory, website creation and management, sale

EDUCATION AND TRAINING

- 2007/2008 IULM University, Milan - Italy - Public Relations and Advertising (*suspended at 1st year*)
- 2002/2007 **Graduation in Accountancy, Business Expert and IT Programmer (Diploma Certificate)** at Technical business and accountancy Institute - "ITC NICOLA MORESCHI" Milan - Italy,

PERSONAL SKILLS AND COMPETENCES

LANGUAGES	ENGLISH	FRENCH	Mother tongue: ITALIAN
• Reading skills	Good	Good	
• Writing skills	Good	School	
• Verbal skills	Good	School	

ENGLISH (Last Course in 12/2010) , **FRENCH** (certified Delf (A1 - A2) issued by Ministry of French Education

TECHNICAL SKILLS AND COMPETENCES

Professional use of the computer (Programmer Level). Knowledge of programming languages: HTML, Visual Basic and Cobol.

Owner and manager of my site www.stefanomalberty.com

Discrete skills in writing and drawing.

DJ, Speaker and Fm director on "R.P. 96,3 Fm Radio". Expertise of Audio editing, radio director with: MBStudio-Winjay, writing articles, Clock Schedule.

Motorcycle biker and collaborator to the blog Assicuriamocibene.it (circuit Sicurauto.it)

BENEFIT Health and motor insurance, additional pension plan, gym, car park, various conventions

WORK PREFERENCE Junior Technical Inspector - Junior Area Manager (Sales Department)

DRIVING LICENCE Granting european driving license A and B

ATTACHMENT* Certificate of Professional Training issued by Studio Albina Candian & Partner, Certified of training courses in anti-money laundering (Art.231) and insurance regulations.

Updating: July 2013

Authorization to the processing of personal data under the current legislation on Privacy solely for Enterprise / Destination company.

Signature(*): StefanoMalberti

(*) The original signature for Privacy legislation, and all the original documentation referred to in this C.v. be viewed and downloaded at: <http://www.stefanomalberty.com/indexlifeline.htm> in the version called "Full" weighing about 2 MB.