



Diplom-Betriebswirt
Certified Business Controller (BWA)
Marc Polley
Owner/Senior Advisor/ Executive Coach

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born: 10. September 1971 in Hilden/NRW

1. Project Experience

Risk Management Advisory Services (Insurance/Reinsurance Industry)

- GAP-Analysis regarding the implementation of risk management systems (project duration ca. 3-6 weeks)
- Implementation projects regarding identified gaps (project duration ca. 3-6 weeks)
- Capital requirements projects according to the Solvency II regulations (project duration ca. 2-12 weeks)

Process Advisory Services (Insurance/Reinsurance Industry and similar Professional Services Firms)

- Process optimizing projects (project duration ca. 2-10 weeks)
- Reorganization and restructuring projects (project duration ca. 4-12 weeks)
- Outsourcing projects concerning internal processes (project duration ca. 2-4 weeks)

Restructuring and Reorganizational Services (Print Industry)

- Restructuring project on a company of the print industry (project duration ca. 10 weeks)
- Preparation of financing and liquidity plans
- Preparation and conducting of bank meetings on behalf of the client companies

Preparation of Insurance Concepts (Insurance/Reinsurance Industry)

- Preparation of insurance technical concepts as the basis for the following IT-implementation (project duration ca. 40 weeks)
- Coaching of internal project leader during the entire course of the project cycle (project duration ca. 40 weeks)

Transaction Advisory Services (Insurance/Reinsurance Industry and similar Professional Services Firms)

- Due Diligence-projects in connection with acquisitions/transactions (project duration ca. 4-6 weeks)
- Appraisals of enterprises in connection with acquisitions/transactions (process duration ca. 2-6 weeks)

Auditing Services (Insurance/Reinsurance Industry, Insurance Broker Industry, diverse)

- Annual audits according to local and international accounting standards (IAS/IFRS and US-GAAP/UK-GAAP) (4-16 weeks)
- Interim-audits (semi-annually, quarterly) (1-4 weeks)
- Referred-in-Audits according to Interoffice-Reporting requirements (1-4 weeks)

Compliance-Audits/Reviews (Insurance/Reinsurance Industry)

- Diverse risk management projects (see above)
- Diverse group wide and external reporting projects (project duration ca. 2-8 weeks)

- Diverse group wide compliance projects (e.g. anti-fraud, anti-laundering standards) (project duration ca. 2-12 weeks)

Internal Audits and Quality Assessments (Insurance/Reinsurance Industry)

- Internal Audit activities based on co-/outsourcing-agreements (project duration ca. 2-4 weeks)
- Quality Assessments-Audits (project duration ca. 4-6 week)

Sarbanes-Oxley-Act-Reviews (Insurance/Reinsurance Industry, diverse)

- Assessing internal processes and the internal control system according to the SOX-requirements (project duration ca. 4-10 weeks)

Foundation of a Specialty Insurance Company within a German insurance group (project lead)

- Project lead, full responsibility
- Reporting to company executives (board members)
- Leading meetings with all company executives
- Responsible for the sub-project "tax, legal & accounting"
- Responsible for the sub-project "company organization/ processes" (incl. site analysis)

Project Lead: "Requests for Proposal" Processes due to Purchase of Insurance Cover Concepts

- Assessment of necessary insurance cover
- Preparation of concepts for nominal insurance cover(cross-border)
- Identification of the current status of insurance cover including identification of significant gaps
- Setting of the final insurance cover
- Definition of long list/short list, respectively, regarding possible insurance broker and preparation of the bidding documentation
- Technical steering of the "RFP" process and leading negotiations with exclusive brokers (short list)

Project Lead: Reorganization Finance & Tax-Processes international Reinsurance Company

- Coordination of newly designed process harmonization between Group Tax and Finance departments
- Coordination of Pretax-Closings and Respondings to Tax queries resulting from Tax audits
- Reorganization of closing processes at the German branch
- (Project duration 16 months)

2. Professional Experience

Freelance Management Consultant and Interim Manager

Since 02.2012 engagements as management consultant and interim manager

BearingPoint Consulting GmbH, Düsseldorf

2010-2012 Senior Manager Financial Services – Insurance
Risk Management & Compliance-Advisory Services

Activities:

- Leading area-wide projects
- Solvency II-implementation projects/ Value and risk based management
- Risk management – implementation and assessment of risk management solutions at insurance companies/ insurance groups
- Outsourcing/ Co-Sourcing internal audit at insurance companies/ insurance groups/ pension funds
- Quality Assessments
- Financial Due Diligence-audits
- Enterprise valuations
- Optimizing and controlling of internal processes
- Special projects

Deloitte & Touche GmbH Wirtschaftsprüfungsgesellschaft, Düsseldorf

2008-2010 Senior Manager Financial Services Industries/ Financial Risk Solutions
Head of “Audit-related Advisory Services Insurance” Düsseldorf Office

Activities:

- Head of Audit-related Advisory Insurance (insurance companies/ insurance groups)
- Leading area-wide projects
- Risk management – implementation and assessment of risk management solutions at insurance companies/ insurance groups
- Outsourcing/ Co-Sourcing internal audit at insurance companies/ insurance groups/ pension funds
- Quality Assessments
- Financial Due Diligence-audits
- Enterprise valuations
- Optimizing and controlling of internal processes
- Special projects

Ernst & Young AG Wirtschaftsprüfungsgesellschaft, Düsseldorf

2006-2008 Manager Global Financial Services – Insurance, Audit-related Advisory Services
2000-2006 Senior Global Financial Services – Insurance, Audit

Activities:

- Annual audits of insurance companies/ reinsurance companies according to local and international accounting standards (IAS/IFRS and US-GAAP)
- „Referred-in Audit“ including international inter-office-reporting
- Risk management/ Sarbanes-Oxley-Act, Section 404/ 8. EU-directive
- Optimizing and controlling of internal processes
- Outsourcing/ Co-Sourcing Internal audit at insurance companies/ insurance groups/ pension funds Revision
- Special projects

AXA Versicherung AG, former Colonia Nordstern Versicherung AG, Düsseldorf

1999-1999 Insurance Agent (self-employed)
1996-1998 Accounting department – broker account manager (appr. 30 hours/ week)
 Düsseldorf Office
1995-1996 Accounting department – broker account manager (FTE), Düsseldorf Office

Activities:

- Insurance broker services
- Training of new employees
- Insurance representative (self-employed)

3. Professional Education

Studies:

1996 – 2000 University of Applied Science Düsseldorf/ Germany
Diploma in Business Administration in 2000
Main Areas: Controlling, international Marketing, Auditing
Thesis: „Mergers & Acquisitions – The Acquisition of Foreign Country Enterprises“

Professional Training:

2006 – 2008 BWA European Business School, St. Gallen/ Switzerland
Certificate in Business Controlling
1992 – 1994 Colonia Versicherung AG, Düsseldorf Office
Apprenticeship as Insurance Professional

Military Career:

2000 – 2003 First Lieutenant and Staff-6 officer at the German Department of Defense
1997 – 2000 Lieutenant at the German Department of Defense
1995 – 1997 Officer of the Reserve Training
1991 – 1992 Compulsory Military Service

School Education:

1982 – 1991 Gymnasium August-Dicke-Schule in Solingen, O-Level

Special Skills:

Business Coach: Business Coach Training at the German Federal Association of Trainer & Business Coaches (BZTB Bundesverband zertifizierter Trainer & Business Coaches e.V.)

Languages: German: mother tongue
English: fluent in spoken and written
„Diploma in Business English“, conferred 6. Juni 2001
The Institute of Commercial Management, Bournemouth/ England
A (pass with distinction)

IT-knowledge: MS Excel / MS Word/ MS Outlook/ MS Power Point