

Dr. Thomas Brinkmann

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Profile Summary

CEO at GAEA Products S.A. with significant experience in strategy definition, turnaround situations, pricing, cost control, operational excellence and portfolio management in multinational companies in Greece and abroad. Focusing on bottom line results. Teamwork oriented, hands-on mindset, open to change and new innovative business solutions. Familiar with international reporting requirements.

Experience in the service industry (mainly insurance and banking) and manufacturing (food)

Management Consulting background combined with project management skills. Multilingual professional with solid academic background, PhD in Banking and Business Administration.

Professional Experience

GAEA Products S.A.

CEO **02/18- present**

- Responsible for overall business development and result
- Focus on Finance, operation, HR
- Reporting to international board

Achievements

- ✓ Turnaround track record, from 2m loss in 2017 to profits after 2018
- ✓ Debt restructuring with banks and suppliers
- ✓ Introducing new business model in the US
- ✓ Introducing new purchasing model for olive oil

FRISS

Country Manager Greece & Cyprus at FRISS; fraud, risk & compliance **01/15 – 01/18**

- Responsible for new and existing clients in Greece & Cyprus
- Business development in new markets (East Europe, North America)

Achievements

- ✓ FRISS became market leader in GREECE for fraud detection systems
- ✓ FRISS onboarded investor and opened US branch in 2018

TB consult

Managing partner **09/14 – 12/18**

- Consultancy service to the insurance industry
- Market studies
- Business plan

Interamerican P&C, Athens

Consultant to the CEO for P&C strategy and business development **04/14 – 09/14**
General Manager, Property & Casualty **11/08 - 03/14**

- Responsible for delivering solid business results of the 2nd largest insurance company in Greece
- Specializing in Underwriting (private and commercial lines) including dynamic pricing for motor insurance, claims management (motor and non-motor) and Policy administration
- Simplifying product structure and processes in order to achieve operational excellence
- Introducing front-end applications (front-office, tablet) for agent/ broker network

Achievements

- ✓ Turnaround track record, from 9M loss in 2009 to 10M profit in 2013
- ✓ Improvement of combined ratio by 10% in 4 years
- ✓ Development of online policy issuing for the Direct channel "Anytime"

Interasco General Insurances S.A., Athens

General Manager

10/06 - 11/08

- Responsible for Underwriting, Claims Management, Policy administration and Personal

Achievements

- ✓ Successful completion of Claims portfolio transfer from uniVersa to Interasco
- ✓ Set-up of Health insurance branch
- ✓ Obtained Greek insurance license from Greek regulator

Interasco S.A., representative of uniVersa Allgemeine Versicherung, Athens

Vice-Chairman, Managing Director

02/00 - 09/06

- Responsible for Underwriting, Claims Management, re-insurance, Policy administration and Personal

Achievements

- ✓ Successful completion of brand and portfolio transfer agreement with new investor, due to shareholder withdrawal from Greek market
- ✓ Implementation of German underwriting and claims guidelines
- ✓ Restructured the insurance operation

MSR Consulting Group, Cologne

Project Manager (insurance group)

08/94 - 01/00

- Led working teams and delivered advisory projects focusing on customer relationship management
- Set up of service quality measurement systems
- Conducted Customer and employee satisfaction surveys
- Researched and performed Customer segmentation
- Analyzed Retention and Cancellation rates

Member of boards

Board member of Deutsche Schule Athen (German school of Athens)

09/06 – 08/21

Treasurer at Deutsche Schule Athen (German school of Athens)

09/08 – 08/21

Treasurer of motor auxiliary fund

07/10- 03/14

- Participating in the finality solution for Motor auxiliary fund by transferring motor portfolios of closed companies to specialist run off insurer
- Participating on new processes in order to monitor the uninsured vehicles in Greece and supported the set up of a centralized Motor insurance Database based on European law

President of Motor statistic and I.T. committee of Greek insurance association

- Restructuring of content and re-design of statistical yearbook for motor insurance

Member of Motor Business Group at Eurapco (alliance of 7 European insurance companies)

- Participating in regular international meetings for knowledge exchange on motor insurance
- Organized workshops for Social media 6/2012, customer retention 6/2013 and digital distribution 6/2014

Board member of Sevitel (Greek Association of Olive Oil Packers)

06/19 – present

Board member of Greek – German chamber of commerce

06/19 - present

President of the "start up" working group @ Greek-German chamber of commerce

01/20 – 02/23

Education

- PhD in banking: "Service politics in banks to increase customer satisfaction and loyalty, University of Erlangen Nuremberg, Germany, 1994-1997
- Business administration, University of Erlangen-Nuremberg, Nuremberg, Germany, 1988- 1994
- Business administration, University of Leeds, Leeds, Great Britain, 1991 – 1992
- Military service; Delmenhorst, Germany 1987 – 1988
- Apprenticeship; Commerzbank 1985 – 1987, Bremen, Germany

Seminars

Solvency II, Achmea academy, 2013

Executive management training, Ashridge Business School, Great Britain, 2 weeks 4/2011

Re-insurance Basics; Swiss Re, Munich, Germany, 7/2004

Languages & I.T. skills

English (fluent), Greek (fluent), German (mother tongue), Spanish (good), MS Office (power-point, excel, word)

Further Info

Date of Birth: 08/03

Family status: married; 2 children