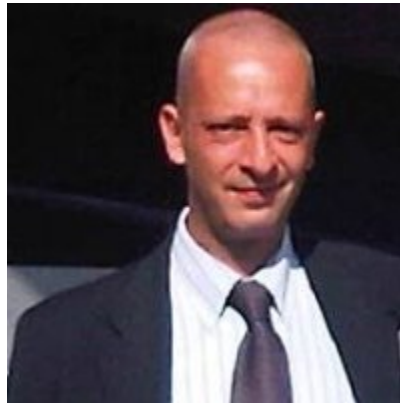


Europass Curriculum Vitae



Personal information

Surname(s) / First name(s) **Franceschini Umberto**

Address(es) 18/6, Via Liguria, 16039 Sestri Levante (Genoa), Italy

Telephone(s) +39018544708 Mobile: +393463591447

E-mail Franceschini.Umberto@fastwebnet.it

Nationality Italian

Date of birth 02/05/1973

Gender Male

Occupational field

Dates 1st October 2008 –

Occupation or position held Marine Hull & Cargo Reinsurance Manager

Main activities and responsibilities Daily analysis of all the accounts proposed by the underwriting offices, allocation of shares to be written to automatic / facultative reinsurance and drafting the final panel of Reinsurance for each business written.

My role also provides the following functions:

- Leading and coordinating a team of 8 people in the monitoring of placement of facultative reinsurance (taking care directly of the most complex placements), the organization of data entry/storage, the sending of provisional and closing advices and problem setting / solving of the issues raised by brokers and reinsurers;
- Developing new relationships and strengthening existing ones with reinsurance brokers and reinsurers, including meetings mostly in partnership with the Managing Director of the Reinsurance Department;
- Statistical analysis and processing of wordings and cover notes, technical management of treaties, facultative obligatory contracts and line slips (such as: placement of shares, study of renewal terms and any change to the existing contractual texts, calculation of Profit / Loss Commissions and Loss Corridor/ Participations which may be on credit / debit etc.. etc..)
- Extracting and processing of data for ISVAP, the Italian Insurance Supervisor.

Name and address of employer SIAT Spa – via V Dicembre, 3 - Italy

Type of business or sector Insurance

Dates	1 st September 1995 - 30 th September 2008
Occupation or position held	Marine Hull Underwriter
Main activities and responsibilities	<p>Hull and Yacht Underwriter focused on processing of statistics in cooperation with our claims department. In-depth study of any submitted risk and if all its parameters considered satisfied, consequent technical quotation in order to write the same. Excellent knowledge of all types of Marine Hull coverage's including associated Italian and International recognized wordings. Working in full autonomy and presenting the annual report and results of my performance to the Hull Underwriter & Claims Managing Director.</p> <p>Placement of facultative reinsurance on a wide variety of Marine Hull risks with intermediaries / brokers and continental reinsurers / London & International markets.</p> <p>Since 2000 I was responsible in developing the yacht portfolio, both with regard to shipyards (covering Builder's Risks) and for what concerns marine and war coverage.</p> <p>Since 2007 I have been requested by the Hull Underwriter and Claims Managing Director to follow mostly the subscription of singleton / doubleton and fleets (both Italian and foreign), whilst maintaining the supervision of the yacht account.</p> <p>My aptitude for commercial aspects of this job is not only developed with daily contact by phone and email with brokers and reinsurers, but also with business travel in Italy and abroad.</p> <p>This is a very important part of my job aimed at consolidating the presence of the company in the market, to strengthen existing relationships and look for new partnerships that contribute to the growth of the company.</p>

Name and address of employer	SIAT Spa – via V Dicembre, 3 - Italy
Type of business or sector	Insurance

Dates	1994 - 1995
Occupation or position held	Property Manager of the building located in via privata Liguria 18, Sestri Levante (Genoa), Italy

Dates	1991 - 1998
Occupation or position held	Radio Announcer
Main activities and responsibilities	Run music programs, reading news reports, advertisements for local business creation and presentation in the Tigullio Gulf of musical evenings organized by the radio itself.
Name and address of employer	"RADIO ECLISSE 82", Sestri Levante (Genoa) - Italy
Type of business or sector	Media

Education and training

Dates	10 – 12 December 2003
Title of qualification awarded	Certificate of participation
Principal subjects/occupational skills covered	ANIA Seminar on wordings and types of coverage for Cargo Insurances
Name and type of organisation providing education and training	ANIA (Italian Association of Insurance Companies) - Milan
Dates	26-27 May 2003
Title of qualification awarded	Certificate of participation
Principal subjects/occupational skills covered	ANIA Seminar on wordings and types of coverage for Hull Insurances

Name and type of organisation providing education and training	ANIA (Italian Association of Insurance Companies) - Milan
Dates	4 – 8 June 2001
Title of qualification awarded	Certificate of participation
Principal subjects/occupational skills covered	"The 1st Marine Insurance & Reinsurance World Clients Seminar"
Name and type of organisation providing education and training	Aon LTD (London)
Dates	July 1993
Title of qualification awarded	High School Degree
Name and type of organisation providing education and training	Liceo Scientifico "Nicoloso da Recco" – Recco (Genoa), Italy

Personal skills and competences

Mother tongue(s) **Italian**

Other language(s)

Self-assessment
European level ()*

English

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
B2	GOOD	C2	EXCELLENT	B2	GOOD	B2	GOOD	C2	EXCELLENT

(*) *Common European Framework of Reference for Languages*

Social skills and competences	Excellent ability to communicate and work within a team environment.
Organisational skills and competences	Open and professional relationships with my colleagues, without neglecting the human side. Dialogue and motivation of the staff and taking care directly of the department's distribution of the daily workload.
Computer skills and competences	Good knowledge of Microsoft Windows and Office Package. Excellent ability in browsing Internet and to use email.
Artistic skills and competences	Fluency in Italian, English and Latin language and grammar, excellent communication skills and natural ability for writing, with creation of short novels, collections of poems and story tales for children.
Driving licence	A+B
Additional information	Flexibility in working hours. Habit and availability to business travels. Hobbies: A cinema lover and charmed by history, Italian literature, sports and a passion for travelling.

Genoa, 20th September 2021