

TOBIASZ BURY

Education:

2013 - 2013	Harvard Business School, Harvard University <i>Advanced Management Program, AMP 185</i>	Boston, MA USA
2006 - 2007	Kellogg School of Management, Northwestern University <i>Master of Business Administration (Full-time MBA)</i>	Chicago, IL USA
1997 - 2002	Warsaw School of Economics (SGH) <i>Master, Majors in Management; International Economic Relations</i>	Warsaw, Poland
2000 - 2001	Umea School of Business and Economics, Umea University	Umea, Sweden

Professional experience:

2016 – present	Open Finance SA – <i>President of the Supervisory Board</i> (since 11.2016) Idea Leasing SA / Getin Leasing SA – <i>Member of the Supervisory Board</i> (since 10.2016) Idea Bank SA – <i>Counsel to the Executive Board</i> (since 09.2016)	
2014 - 2016	Link4 TU SA – <i>Member of the Supervisory Board</i> (09.2014 - 02.2016) PZU Group – <i>Member of the Management Board (PZU Życie) and PZU Group Director</i> (01.2014 - 01.2016) <i>responsible for Retail</i> Head of PZU Group's Retail division executing sales and service to 10M Customers through all retail channels incl. PZU own Branches – 400 sales & service outlets, PZU Tied Agents: Non-Life & Life, Multiagents, Brokers, Car Dealers, Direct Channels: Internet & Call Center and Customer Service Centers. (> 30.000 salespeople)	
2011 - 2013	PZU Group – <i>Managing Director responsible for Retail Network and Customer Service</i> Head of PZU Retail Branches Network (selling Life & Non-Life Insurance, Investment, Pension and Health). Also responsible for Customer Service delivered in Branches and remotely through direct channels in Customer Service Centers.	
2009- 2010	PZU Życie SA (PZU Life) – <i>Managing Director responsible for Retail Distribution (Life)</i> Sales Director - Head of PZU Life Distribution Channels - Life Agents and PZU Life own sales and service Branches (selling Life Insurance, Investment, Pension and Health to Individual and Small Business Clients). Sales Director - Head of Life Agents Network (selling Individual & Group Life Insurance)	
2002 - 2008	The Boston Consulting Group – <i>Manager, Member of BCG Global Insurance Practice</i> Lead numerous projects, mainly for Financial Services clients (leading Insurers and Banks in Poland and Europe). For Insurers worked on wide range of topics including: <ul style="list-style-type: none">• Market entry and growth strategies on emerging markets,• Distribution strategies, incl. design of sales organizations, sales & service channels optimization• Design & Star-up of new sales channels incl. operational models for physical networks (outlets)• Implementation of Sales Activation and Salesforce Effectiveness Programs• Optimization of customer service and claims handling processes Also lead and took part in number of projects in other sectors/industries on commercial topics like: commercial strategies, distribution strategies, sales management, product and brand positioning.	

Languages:

English – fluent, Swedish – basic, German – basic, Polish – mother tongue