

Curriculum Vitae



Name: Per-Olof Egli

Present position and activity

July 2005 –

My own consultancy/trading company **Egli C.I.S. Consulting/Trade Partner C.I.S. AB**, specialising in working for CIS-companies having an interest in establishing themselves or starting to sell their products (qualitative) in Scandinavia, or the other way around. This company is created together with my children.

- I. 2006 – deeply involved in IFL Entrepreneur's SIDA financed introduction of "Develop your Company" into Belarus and into Ukraine. Concluded the search and evaluation of possible co-operation partners for IFL Entrepreneur in Minsk, Kyiv, Kharkiv, Dnepropetrovsk and Lviv. Discussions exclusively in Russian (Christer Fehrling 0705-641400)
- II. 2005 - 2003 - Consultant for IFL Entrepreneur AB, Stockholm in training Russian entrepreneurs in "Develop your company"
- III. 2007 – consultancy work for the Russian company "Germast", Dzerzhinsk, in search for possible partners in Europe.
- IV. 2008 – consultancy work for the Russian company "Prom-Avto", Nizhnij Novgorod, in search for possible partners in Europe.

March 1994 -

My own consultancy firm, Egli Re Services, working with reinsurance related questions and with more general consultancy in respect of trade between Sweden and the C.I.S. countries.

- I. 1998-2000 Representative for Harris & Dixon, a London-based reinsurance broker, for the C.I.S.countries, - traveled around 10 weeks yearly in the C.I.S. Meetings with local insurance companies, Insurance associations, mainly in Russia (St. Petersburg, Moscow, Samara, Togliatti, Ekaterinburg, Novosibirsk), Ukraine (Kyiv, Lviv, Donetsk,

- Dnepropetrovsk, Zaporizjzjja, Odessa), Kazakhstan and Georgia. All discussions held in Russian.
- II. 2000 - trainer in reinsurance techniques, for IFU, Institutet för Försäkringsutbildning (Swedish Insurance Academy (belonging to the Stockholm School of Economics))
 - III. 2001-2002 Sales training seminars in Tallinn, Estonia, for the Baltic representatives of Lafarge Tekkin, Stockholm, on behalf of Scandinavian Retail Center (SRC), Helsingborg, Sweden.
 - IV. 2002 assignment for TACIS in Novosibirsk (Company Sibirskij Spas) and Kemerovo (Company Kommestra) – discussions and transfer of knowledge in respect of insurance marketing.
 - V. 2002 – 2004 - member of the networking company B-Tribe Development AB, specialised in working with fast-growing companies. My responsibility has been the development of business between Sweden/Scandinavia and the C.I.S., and/or vice versa.
 - VI. 2003 – 2005 - Consultant for IFL Entrepreneur AB, Stockholm in training Russian entrepreneurs in “Develop your company”
 - VII. 2004 – 2005 Program Manager for Stockholm School of Economics, St. Petersburg, Russia, in respect of its Insurance Management Programme.

Previous positions and activities

May 2006- July 2008

I ran “Villa Mariestén”, a small hotel/bed & breakfast/youth hostel in Teckomatorp, a small village 35 km from Malmö and from Helsingborg, together with my wife.

August 1974 - September 1975

Royal Swedish Embassy, Moscow, Russia

Guard - Secretary-Archivist

July 1976 - January 1982

Sundsvallsbanken (today part of Nordea), Stockholm

Bank employee

January 1982 - September 1983

Sundsvallsbanken (today part of Nordea), Stockholm

Assistant Manager - assistant to the Management of the International Division
September 1983 - May 1984

Sundsvallsbanken (today part of Nordea), Stockholm

Deputy Manager - assistant to the Management of the International Division

June 1984 - July 1987

Skandia International Insurance Corporation, Stockholm

Assistant Underwriter assumed Reinsurance, Sub-Saharan Africa

- I. This position included 10-12 weeks yearly of travelling in the area in the following countries: Mali, Mauritania, Senegal, Niger, Nigeria, Liberia, Ivory Coast, Congo, Ethiopia, Kenya, Tanzania, Malawi, Zimbabwe and other countries where I was marketing Skandia as a reinsurer in the area.
- II. Meetings were held in English or French. I still have some contacts remaining in the area from this period

August 1987 - February 1994

WASA International Insurance Company, Stockholm

Area Manager and Marketing Manager, assumed Reinsurance, Nordic countries, Benelux, France, Switzerland, Israel and Eastern Central Europe.

- I. This position was in fact very similar to the one above, but covering partly different countries as per above. Negotiations were held in English, French and sometimes in German

August 1994 - December 1997

Skandia International Insurance Corporation, Stockholm

Underwriter and Marketing Manager, assumed Reinsurance, Eastern Central Europe & Former Soviet Union.

- I. This position included some 10 weeks yearly of travelling in the area in the following countries: Russia, Ukraine, Poland, Czech and Slovak Republics, Hungary, Romania, Bulgaria, Croatia, Slovenia and Bosnia. The purpose of the travel was marketing of the Skandia as a reinsurer in the area. This means that I got to know practically all insurance companies in the markets, meaning that I did not only travel to the capitals.
- II. During this period I also conducted two training seminars in reinsurance; the first in 1995 in St. Petersburg, at the Economic Faculty of the St. Petersburg University. It was a 3-days seminar for the players in the local insurance market; the second in 1996 in Kyiv, Ukraine at the Economic University of Kyiv, financed by TACIS. This seminar was held for 5 days.

Degrees

2007

IFL at Stockholm School of Economics – Develop your Company

July 1997

INSEAD, Fontainebleau - Strategies for Eastern Europe

1976 - 1979

Stockholm School of Economics - Bachelor of Economic Science (Marketing) - Civilekonom

1973 - 1976

University of Uppsala - Bachelor of Arts (French and Russian languages) – Fil.Kand.

1972 - 1973

Université de Nice -

Études Françaises pour
l'étranger - graduated as no. 2 in
2ième degré.

Military Service

1973 - 1974

**Swedish Army's Language School
(Försvarets Tolkskola)-**

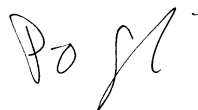
graduated as sergeant. Today I am
an officer in the reserves with the
rank of Captain. (Trained in
Russian as interpreter and
interrogator)

Languages

Swedish -	Mother tongue
French -	Fluent
English -	Fluent
Russian -	Fluent

Personal data

Born:	29 th October 1953
Citizenship:	Swedish and Swiss
Married	Since 1980 with Barbara, Swiss citizen
Children:	Christoffer (1982), Natalie (1984), Sebastian (1986), Dominique (1988) and Rosalie (1991)



Per-Olof Egli