

Michal Galasinski

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Established strategist, passionate about understanding customer needs, solving commercial problems, and discovering new business models, in response to technological change. Experienced in the ownership and end-to-end delivery of commercial and data initiatives in insurance and TMT industries.

Employment history

- **Hastings Direct** **London, UK**
Strategic business development mgr. (commercial) *Jun 2020 - Present*
As part of the commercial, digital & marketing team, my role in business development included:
 - Leading as commercial strategist and reporting to executive committee to define & deliver new customer proposition
 - Working cross-functionally to identify and propose strategic initiatives for core and ancillary products
 - Owning research projects & BAU monitoring for market, distribution, product, and line of business opportunities
 - Supporting executive stakeholders with commercial analysis during M&A opportunities

- **Deloitte** **London, UK**
Senior consultant (digital finance tech.) *Feb 2018 - Apr 2020*
As part of the digital finance technology consulting team at Deloitte, my experiences include:
 - Leading an international team of 5 on the reporting & data work-stream in a global e-Commerce company finance transformation programme to deliver reporting & data products end-to-end
 - Leading workshops with finance & business stakeholders at every level to shape work-stream objectives
 - Working with stakeholders internationally and cross-functionally to deliver complex and business-aligned planning, budgeting and forecasting solutions for finance

- **Bluefin Solutions** **London, UK**
Consultant (enterprise performance mgmt.) *Sep 2015 - Jan 2018*
I joined Bluefin Solutions as a graduate, steadily taking on more responsibility in:
 - Full project lifecycle implementations of SAP solutions for planning, forecasting, reporting & consolidation
 - Technology advisory work for multinationals with live SAP solutions

Select project experience

- **UK general insurance future propositions project:** *Business dev. lead & commercial SME*
Collaborated with commercial motor director in opportunity assessment & analysis, with remit to identify new propositions able to deliver marked growth in insurance aggregator channel. Reporting as a project team directly to the CEO, prioritised one out of three shortlisted propositions, leading as commercial SME through to launch.

- **Global e-Commerce group finance transformation:** *Reporting & data project lead*
Lead the reporting & data work-stream on a finance transformation programme. Delivered new business-aligned revenue planning models & KPI reporting across geographies, business verticals, & IT architectures. Supported operational finance team to improve revenue data quality through end-to-end data flow analysis.

- **Caribbean telecomms. group finance transformation:** *Reporting & data consultant*
Worked in team of 2 to define management reporting strategy and information model for finance across Caribbean & LATAM markets. Worked with Group CFO to develop business case for programme implementation.

Education

- **University College London** **London, UK**
MSci Theoretical Physics (1st class hon.) *2011 - 2015*
 - **Masters' project:** Simulation of temperature dependent changes in nanoparticle stress distribution using Java & Python
 - **Research internship:** Laser-aided cloud chamber image capture & raw data analysis of fluid dynamics using Matlab

Skills

- **Commercial:**
 - Multi-project experience in end-to-end data requirements definition, analysis, interpretation, and communication of actionable and exploratory insights
 - Developed capability in data-driven commercial modelling and multi-dimensional business analysis, with consideration for objectives, key sensitivities, product-market fit, & other factors
 - Comfortable with industry-specific concepts, language, business models, value chains and KPIs in insurance & TMT industries
 - Established track record in defining, prioritising and delivering commercial & data project initiatives; market research & monitoring; and commercial strategy, budgeting and reporting
 - Recent experience and strong foundation in time-sensitive analysis to support M&A initiatives
- **Management:**
 - Multi-role experience in stakeholder engagement, management, communication at all levels in an organisation, and across business functions
 - Developed capability in project delivery & programme management, bridging the gap between technical & business teams
 - Strong advocate of collaboration, diversity of backgrounds & perspectives, and creating a culture of empowerment through trust & responsibility
- **Technical & other:**
 - Fluency in advanced mathematical, statistical and logical concepts, developed through my education in science, has influenced me at every step in my career
 - Strong, foundational knowledge of programming concepts & data analysis skills for effective collaboration with technical subject matter experts e.g. for algorithm scope and design
 - Literacy in financial statements and established understanding in finance KPIs for effective collaboration with finance subject matter experts e.g. during enterprise valuation and analytical exercises
 - English native speaker; also natively fluent in Polish with working experience; conversationally fluent in Mandarin (below working proficiency)