



PERSÖNLICHE DATEN

Name Sebastijan Žlebnik
Geburtsdatum 01.09.1971
Familienstand Single

BERUFLICHER WERDEGANG

Generali insurance company	Board member; sales, marketing, IT	1998 - dec.2008
Self employed	Business English teaching	1996 - 1998
RTV Slovenia (Radio MM2, Radio Slovenia International)	Moderator, journalist, editor	1989 - 1996

AUSBILDUNG

Ricmond Upon Thames Collegue Shene School, London, Great Britain	1984 - 1988
Generali Academy, Mogliano, Italy	2004 - 2005
Executive MBA, Imadec University, Vienna, Austria	2005 – 2006

Meine beruflichen Schwerpunkte

Implementing strategy

- Understanding the interdependence between external environment, strategy and organisational issues;
- Providing knowledge to understand macro-organisational solutions and tools to design effective micro-organisations with the aim of improving performance at business and/or operational unit level;
- Providing input on the development and management of information technology as a positive lever in the implementation of strategy and in the improvement of efficiency, productivity and performance;
- Understanding how to use sales, marketing tools and techniques to generate competitive advantage by satisfying clients in a more effective and efficient way.

Strategy and Business Environment

- Establishing a “learning contract” and develop positive group dynamics to create an effective “learning team” in which participants can exchange their knowledge and experience;
- Providing a flexible model that, through a deep analysis of the external and internal variables and factors to be considered, represents a methodological framework to allow the participants to fully understand strategies and consequently to better implement them (with particular focus on the service and financial/insurance sector);
- Analysing the political and social context with particular reference to its impact on economy and insurance market;
- Examining some of the major trends in the world economy with particular reference to Western Europe, Eastern Europe and the promising areas of development and reflect on the possible impact on the insurance market;
- Interpreting the complexity of the insurance industry as a means to understand the strategy of competitors with a view to increase the competitive advantage.

Financial and Insurance Management

- Analysing how VBM (Value Based Management) has been applied within financial services / insurance companies, both as a financial management tool and an organising principle for decision making and control;
- Understanding the VBM approach and discuss possible actions for its implementation within the organisation;
- Deepening the knowledge of insurance companies on each geographical area to provide ground for discussing on possible actions to translate the strategic directions into effective operational targets and plans, with a view to individuate performance improvements

Leadership and HR Management

- Reflecting on the role of leaders and on the competencies required to produce appropriate responses to rapidly changing and increasingly complex contexts, both at a local and at an international level;
- Coaching how to use tools and approaches which will ensure performance improvements in one’s own organisation and for co-workers within the organisation.