

## Contact

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[zesequoia.wordpress.com/](https://zesequoia.wordpress.com/) (Blog)

## Top Skills

Insurance Data  
Data Analytics  
Microsoft SQL Server

## Languages

French (Native or Bilingual)  
Spanish (Elementary)  
English (Professional Working)  
Hebrew (Limited Working)

# Ilan SARBAC

Risk & Data Specialist | Insurance & Cyber Risk Management |  
Future GenAI Applications in Finance | Trilingual (EN/FR/ES)  
Ramat Gan, Tel Aviv District, Israel

## Summary

Trilingual professional (English, French, Spanish) with 7+ years of experience in insurance, cyber risk management, and data analysis for top-tier firms in France and Israel.

Proven track record in managing complex portfolios, developing digital workflows, and bridging operational needs with cutting-edge technology. Adept at collaborating with multinational teams and clients across the US, Europe, and Israel.

Currently expanding expertise into Generative AI and Machine Learning to build the next generation of tools for finance, insurance, and risk analysis.

### Core strengths:

- Risk assessment & compliance in financial lines and cyber insurance
- Data structuring, reporting, and process automation
- Cross-border client relationship management
- Strategic communication & market positioning

Passionate about transforming hypersensitive and creative mindsets into strong financial and strategic performance.

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## Experience

Howden Capital Markets & Advisory  
Account Manager – Financial & Cyber Risk Insurance  
October 2019 - Present (6 years)  
Tel Aviv District, Israel

- Manage a portfolio of 300+ clients in Professional Liability, Cyber, and Financial Risk Insurance, including SMEs and multinational corporations.
- Negotiate and renew contracts with AIG, Hiscox, Allianz, Chubb, ensuring optimal coverage and competitive premiums.

- Coordinate with underwriting, legal, and compliance teams to meet EU, US, and local regulations.
- Perform portfolio monitoring and claims data tracking to identify trends, reduce loss ratios, and improve retention rates.
- Lead process automation initiatives using Excel (advanced formulas, PivotTables, macros) and CRM tools, reducing manual processing time by 30%.
- Contribute to targeted marketing and client education through risk prevention training sessions and tailored reporting.

## Avocats Picovski

### Marketing Communication Officer

November 2017 - December 2018 (1 year 2 months)

Paris 17, Île-de-France, France

- Designed and executed digital marketing strategies to strengthen the firm's international presence (USA, Israel, China).
- Managed website content, SEO, and video production for YouTube legal channels.
- Built and maintained strategic partnerships with foreign law firms, expanding client acquisition channels.
- Created bilingual (FR/EN) marketing materials and case studies for prospective clients

## Alstom

### Data Management Specialist

August 2017 - November 2017 (4 months)

Région de Paris, France

### Data Management Specialist

ALSTOM | Paris | Aug 2017 – Nov 2017

- Managed HR data migration into ALPS enterprise system, ensuring 100% data accuracy.
- Built Excel-based dashboards and PivotTables for real-time tracking of migration progress.
- Coordinated with HR, IT, and project teams to ensure deadlines and data integrity.

## MassChallenge

### MassChallenge Israel — Fellowship Program Participant

November 2016 - April 2017 (6 months)

Jerusalem Area, Israel

- #Collaborated with international startups, providing strategic input on market entry and investor relations.
- #Led cross-cultural workshops on communication and business development.
- #Supported teams in refining business pitches for international competitions.

Cabinet SCP Fischer / Cabinet Deloitte / Sullivan & Cromwell /  
Linklaters / CMS Francis Lefebvre

Legal Executive Assistant — International Law Firms

August 2016 - September 2016 (2 months)

Région de Paris, France

- ☑#Prepared and reviewed legal documentation for corporate transactions.
- ☑#Managed contract tracking and filing for compliance purposes.
- ☑#Coordinated with clients and legal teams in multiple languages.

FIDAL

FIDAL — Administrative Coordinator

December 2014 - March 2016 (1 year 4 months)

Paris Area, France

- #Managed administrative support for legal teams, ensuring timely completion of client deliverables.
- #Maintained confidential databases and organized large-scale corporate events.
- #Coordinated schedules, meetings, and cross-department communication.

LVMH

LVMH — Resolution Specialist

August 2013 - February 2014 (7 months)

- ☑#Handled escalated customer service issues with high-value clients.
- ☑#Implemented client retention strategies resulting in improved satisfaction ratings.
- ☑#Managed data entry and reporting in CRM systems.

Ministry of Economy

Ministère de l'Économie, France — Bilingual Secretary

July 2012 - May 2013 (11 months)

Paris, France

- #Provided executive assistance to senior government officials.
- #Managed correspondence, translation, and scheduling in French and English.
- #Coordinated meetings and maintained official documentation.

## Education

### Developers.Institute

Associate's degree, Business/Office Automation/Technology/Data  
Entry · (February 2025 - February 2026)

### Université René Descartes (Paris V)

Bachelor of Arts (B.A.), Human Sciences · (2009 - 2012)

### Lycée Jean Monnet (Franconville)

high school degree, Economics · (2008 - 2008)