

TERRY AYERVE

EDUCATION

- IESE Business School, Barcelona-Spain, **Global Executive MBA** — 2015-2016
- University of Applied Sciences, Frankfurt-Germany, **Bachelor of Science in Business Information Systems** — 2005-2010
- Johannes Gutenberg University, Mainz-Germany, **International Preparatory College for Foreign Students** — 2004-2005

PROFESSIONAL EXPERIENCE

Project: Group Wide Sanctions Training and Communication

Strategy: Training and Communication **Role:** Project & Training Manager
Industry: Financial Services, Compliance, **Customer:** Deutsche Bank AG
AML, KYC, Sanctions und Embargoes
Frankfurt am Main & London, 10/2017 – 02/2020

- Ensuring that deadlines, functionality and quality are met
- Regular reporting from project status to program management
- Cooperation with supervisory authorities in the financial sector (e.g. Federal Reserve Bank of New York, Deutsche Bundesbank, German Federal Financial Supervisory Authority (BaFin)).
- Implementation of training and communication strategies
- Analysis and evaluation of training and communication activities with a view to increasing performance and efficiency
- Planning, preparation and implementation of training courses in all locations worldwide on sanctions and embargoes
- Management, optimization and delivery of communication activities via traditional and digital channels via the internal and external sanction landscapes.

Project: New Software for Administration of the Aliens Authority and the Motor Vehicles Registration Office

Strategy: IT Strategy **Role:** Project Manager
Industry: Public Services **Customer:** State Capital Munich - Department of Public Order
Munich, 10/2015 – 05/2016

- Conception of an own project management tool with Excel for other projects for the state capital Munich
- Conception and implementation of requirements management for the complete processing of business processes under foreigners' law without media discontinuity with an e-file
- Existing status and process modelling in ADONIS for its subsequent optimisation in the vehicle licensing authority
- Analysis for in-house production (make) or external procurement (buy) of a specialist procedure for the foreigner's authority
- Execution of process, requirements and gap analyses

Project: Merger of two large German Banks – Compliance-IT: “Know Your Customer”

Strategy: Transactions Strategy **Role:** Project Manager & Business Analyst
Industry: Financial Services, Compliance, **Customer:** Deutsche Bank AG & Postbank AG
AML, KYC, Sanctions und Embargoes
Eschborn, 03/2014 – 12/2014

- Regular discussion of the project update and open issues with stakeholders from both banks
- Optimization of external lists for KYC/AML checks (World-Check, Thomson Reuters, Dow Jones, etc.) within PCR-Norkom. Customer master data analysis (SQL)
- Conception and implementation of requirements management for the new NLS software
- Documentation of all errors, change requests, test cases and tracking their status with the development and test team. (Confluence / Jira / HP Application Lifecycle Management)
- Analysis for in-house production (make) or external procurement (buy) or adaptation of one of the existing NLS tools from one of the two banks (PCR-Norkom or embargo agent)



PERSONAL INFO

- Married
- Born in Quito, Ecuador on April 25, 1982
- Nationality: German and Ecuadorian

INDUSTRIES

- Financial Services (Banking)
- Aviation
- Public Sector

SPECIALIZATION

- Project Management
- Business Process Management
- Training Management
- Communications Management
- Business Analysis

BUSINESS EXPERIENCES

- Retail banking, Credit Risk Mgmt., Online- & Mobile banking
- Compliance (KYC, NCA, Name List Screening, TX Monitoring, Sanctions & Embargoes)
- Airport Management
- Foreigners authority & car registration office

CERTIFICATES

- CVA
- Six Sigma Black Belt
- GPM IPMA Level D
- Steinbeis BPM
- Prince2-, ITIL v3-, IREB - Foundation

LANGUAGE SKILLS

- English (Fluent)
- German (Fluent)
- Spanish (Fluent)

**Project: Product Application Form in E-Commerce & Multi Mobile in Retail Banking****Strategy:** Online & Mobile Banking Strategy**Role:** Project Manager & Business Analyst**Industry:** Financial Services, Online & Mobile Banking**Customer:** Deutsche Bank AG, Berliner Bank & Norsibank

Frankfurt, 04/2013 – 12/2013

- Regular discussion of the project update and open issues with stakeholders from all three banks and to program management
- Ensuring that deadlines, functionality and quality are met
- Design and implementation of requirements management for a homogeneous development platform and test processes for various mobile operating systems. (iOS/ Swift and Google Android/ Java / Apache / HTML5 / CSS)
- Documentation of all errors, change requests, test cases and tracking their status with the development and test team. (Confluence / Jira)
- Management and coordination of different suppliers (Zeros&Ones, SinnerSchrader, Uniquare, Next-Audience, Echternacht, GFT) in Germany and other countries (e.g. Spain, Czech Republic, UK)
- Development and implementation of software tests
- Solving problems with integration of business applications, offline capability, caching and performance

Project: Derivative Exposure System – Counterparty Credit Risk**Strategy:** Investment Banking Strategy**Role:** Project Manager**Industry:** Financial Services, Investment Banking – **Customer:** Deutsche Bank AG

Counterparty Credit Risk

Frankfurt, 12/2012 – 03/2013

- I represented a work colleague for four months during his parental leave. After only two weeks of familiarization, I independently familiarized myself with the project and continued to lead the project team and external groups (client and third parties) in a goal-oriented manner.
- Ensuring that deadlines, functionality and quality are met
- Regular reporting from project status to program management
- Creating a seamless transition when taking over the project
- Conception and implementation of requirements management for a modern Matrix Derivates Exposure System (Matrix-NG, DB Credit Default Engine (dbCDE), DB Aligned Risk Technology Reporting System (dbArtos), dbAnalytics) to support DB's risk department to become Basel III ready, meeting stress testing risk factor path generation requirements of Market Risk on top of current credit risk requirements to achieve consistency in approach across risk types
- Documentation of all errors, change requests, test cases and tracking their status with the development and test team. (Confluence / Jira)

Project: Real Time Screening & Transaction Screening - Payments**Strategy:** Compliance Strategy**Role:** Project Manager & Business Analyst**Industry:** Financial Services, Compliance, AML, KYC,**Customer:** Barclaycard Germany – Barclays Bank Ireland PLC
Hamburg Branch

Sanctions und Embargoes

Hamburg, 01/2012 – 11/2012

- Ensuring that deadlines, functionality and quality are met
- Regular reporting from project status to program management in Germany and the UK
- Regular discussion of the project update and open points with stakeholders
- Design and implementation of requirements management for the new way of auditing/screening new and existing customers and payments of credit cards (Oracle Enterprise Data Quality (OEDQ), Case Management Workflow Tool, Barclays Enterprise Middleware (BEM), SOAP over HTTPS, etc.)
- Conception and implementation of requirements management for the new way of auditing/screening transactions (payment transactions).
- Management and coordination of various suppliers (Bancos, Staffware, Scalaris, Prime, etc.) in Germany and other countries (e.g. UK, India, etc.).
- Documentation of all errors, change requests, test cases and tracking their status with the development and test team.
- Management and coordination of various suppliers in Germany and other countries (e.g. UK, India, etc.).
- Solving problems with integration of business applications, offline capability and performance

**Project: Erasmus Loan Operating Systems (LOS) "Paragon" for Small and Medium-sized Enterprises (SMEs)****Strategy:** Transactions Strategy**Role:** Business Analyst**Industry:** Financial Services, Retail Banking – Credit**Customer:** Deutsche Bank AG & ABN AMRO

Allocation

Amsterdam & Sulzbach, 01/2011 – 11/2011

- Analysis of the existing infrastructure, processes and tools for the management and control of tools, software and applications and their requirements in a global enterprise environment.
- Information gathering and internal communications partner for IT, business and IT departments, software engineers and developers, and other internally relevant stakeholders.
- Create, update and manage high-quality documentation on IT infrastructure, tools, software requirements and issues.
- Help document governance control objectives and control requirements.
- Creation of use cases and business scenarios (incl. mock-up modelling and workflow design)
- Solving problems with integration of business applications, offline capability and performance

Project: Process management in the area of branch handling in the merger of two large German banks**Strategy:** Transactions Strategy**Role:** Process Manager**Industry:** Financial Services, Retail Banking – Branch**Customer:** Commerzbank AG & Dresdner Bank AG

Management

Frankfurt, 04/2010 – 12/2010

- Modelling, optimisation and documentation of the customer and account-related business processes of both banks (ADONIS, TopEase)
- Analysis of existing processes with performance indicators to measure, control and monitor them
- The implementation of process portals for the approval of management reports as well as the conception of controlling reports for project-related tasks in the area of banking services.
- Inclusion of processes for further analysis in order to set up new processes, model target processes and carry out coordination.
- Development of concepts, documentation and process descriptions

Project: Management systems for Quality; Occupational Safety and Environmental Protection**Strategy:** Management Systems Strategy**Role:** Process Manager und Quality Management Auditor**Industry:** Aviation, Airport Management**Customer:** Fraport AG & Hannover Airport*Frankfurt, 12/2007 – 02/2010*

- Carrying out internal audits for continuous monitoring and optimization of processes
- Implementation of requirements and gap analyses & development of concepts, documentation and process descriptions
- Modelling, Optimization and Documentation of Business Processes (ARIS)
- Accompaniment of certification (ISO 9001)
- Planning, preparation and implementation of training courses
- Preparation of recommendations for action from the findings of the certification or internal audits
- Inclusion of processes for further analysis in order to set up new processes, model target processes and carry out coordination.

FURTHER EDUCATION

- **Lean Six Sigma Black Label** (Denver-US, 2015) || Certificate of Attendance
- **FRM - Financial Risk Manager** (Frankfurt-DE, 2013) || Training (Certificate Open)
- **CVA - Certified Valuation Analyst** (Wien-AU, 2013) || Certificate of Attendance
- **IPMA - Level D - GPM - Certified Project Management professional / specialist** (Köln-DE, 2014) || Certificate
- **Networked working with MS Project and MS Project Server** (London-UK, 2012) || Certificate of Attendance
- **IREB Certified Professional for Requirements Engineering** (München-DE, 2011) || Certificate
- **Steinbeis Certified Business Process Manager** (Köln-DE, 2011) || Certificate
- **BPM210: Essentials of Tibco Business Process Management** (Frankfurt-DE, 2011) || Certificate
- **ITIL 3 - Foundation** (Köln-DE, 2011) || Certificate
- **Prince2 - Foundation** (Stuttgart-DE, 2011) || Certificate
- **Quality Management Auditor - ISO 9001** (Frankfurt-DE, 2008) || Certificate
- **Business Process Modelling with ARIS** (Frankfurt-DE, 2007) || Certificate