



TERRY AYERVE



Place of Birth: Quito – Ecuador

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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 EXPERTISE

SENIOR MANAGING CONSULTANT, AYERVE CONSULTING, FRANKFURT-GERMANY — 07/2017 - PRESENT

Roles: Project Manager, QM-Auditor, Process Manager, Training Manager || Industries: Financial Services (Sanctions & Embargoes), Aviation, Public Sector || Locations: Germany nationwide and international

- *Group Wide Sanctions Training and Communication* || Deutsche Bank AG
 - Cooperation with supervisory authorities in the financial sector (e.g. Federal Reserve Bank of New York, Deutsche Bundesbank, German Federal Financial Supervisory Authority (BaFin)).
 - 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 embargos

MANAGING CONSULTANT, CGI, FRANKFURT-GERMANY — 11/2013 - 03/2017

Roles: Project Manager, Business Analyst & Process Manager || Industries: Banking (Online banking, Mobile banking, AML, Sanctions & Embargoes, KYC); Public Sector (Department of Public Order, Admission Office) || Locations: Frankfurt, Munich

- *New Software for Administration of the Aliens Authority and the Motor Vehicles Registration Office – 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
- *Merger of two large German Banks – Compliance-IT: “Know Your Customer”* || Deutsche Bank AG & Postbank AG
 - Optimization of external lists for KYC/AML checks (World-Check, Thomson Reuters, Dow Jones, etc.)
 - Analysis for in-house production (make) or external procurement (buy) or adaptation of one of the existing Name-List-Screening tools from one of the two banks
- *Product Application Form in E-Commerce & Multi Mobile in Retail Banking* || Deutsche Bank AG, Berliner Bank & Norisbank
 - Design and implementation of requirements management for a homogeneous development platform and test processes for various mobile operating systems.
 - Solving problems with integration of business applications, offline capability, caching and performance

BUSINESS CONSULTANT, LOGICA, FRANKFURT-GERMANY — 01/2011 - 10/2013

Roles: Project Manager, Business Analyst || Industries: Banking (Loans, Compliance, AML, Sanctions & Embargoes, KYC, Credit Cards, Investment banking) || Locations: Amsterdam, Hamburg, Frankfurt

- *Derivative Exposure System – Counterparty Credit Risk* || Deutsche Bank AG
 - Conception and implementation of requirements management for a modern Matrix Derivates Exposure System to support customer'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



- **Real Time Screening & Transaction Screening – Payments** || *Barclaycard Germany*
 - Design and implementation of requirements management for the new way of auditing/screening new, existing customers and payments from credit cards
 - Documentation of all errors, change requests, test cases and tracking their status with the development and test team
- **Loan Operating Systems (LOS) for Small and Medium-sized Enterprises (SMEs)** || *Deutsche Bank AG & ABN AMRO*
 - 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
 - Creation of use cases and business scenarios (incl. mock-up modelling and workflow design)

PROCESS MANAGER, COMMERZBANK AG, FRANKFURT-GERMANY — 04/2010 - 12/2010

Roles: Process Manager || Industries: Banking (Retail, Branch development) || Locations: Frankfurt

- **Process management in the area of branch handling in the merger of two large German banks** || *Commerzbank AG & Dresdner Bank AG*
 - Modelling, optimisation and documentation of the customer and account-related business processes of both banks (ADONIS, TopEase)
 - Implementation of process portals for the approval of management reports as well as the conception of controlling reports for project-related tasks

PROCESS MANAGER & QM-AUDITOR, FRAPORT AG, FRANKFURT-GERMANY — 12/2007 - 02/2010

Roles: Process Manager, QM-Auditor || Industries: Aviation (Airport Management, Logistics) || Locations: Frankfurt, Hannover

- **Management systems for Quality; Occupational Safety and Environmental Protection** || *Fraport AG & Airport Hannover*
 - Carrying out internal audits for continuous monitoring and optimization of processes
 - Modelling, Optimization and Documentation of Business Processes (ARIS)
 - Preparation of recommendations for action from the findings of the certification or internal audits

FURTHER EDUCATION

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

SOCIAL COMMITMENTS

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| • Rotary International Member Club Chilllos-Milenio, Quito, Ecuador | • Weiß-Speiche Member & Pilot-Driver Frankfurt, Germany | • Rotaract Past-President & Past-Member Club Frankfurt, Germany |
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LANGUAGE SKILLS

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| • German fluent | • English fluent | • Spanish fluent |
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