

**CURRICULUM VITAE
OF
YAW OSEI, ACII**

PERSONAL DETAILS

- Address: P. O. Box KS 12095, Kumasi, Ashanti.
- Contact Numbers: +233(0)244210869 / +233(0)208237556
- Date of Birth: 8th January, 1968
- Marital Status: Married
- Religion: Christianity
- Email: oseiyaw@uenr.edu.gh
- Profession: Teaching

CAREER OBJECTIVE

Looking for a challenging position in a reputable organisation where my professional and educational abilities in Insurance, Business Consulting and Enterprise Risk Management skills will be fully utilised for the attainment of the vision, mission and the goals of the organisation.

PROFESSIONAL MEMBERSHIP

- **Member:** Chartered Insurance Institute, **CII, UK.**

EDUCATIONAL BACKGROUND

- **MPhil** (Business Consulting and Enterprise Risk Management) KNUST 2016
- **Chartered Insurer**, (CII, UK) 2014
- **Advance Diploma** in Insurance-Ghana Insurance College 2012
- Part 1 and Two papers in Part 2 of **ACCA** 2005
- **BSc Administration** (Accounting), University of Ghana 2003
- **GCE, Advanced Level**, WAEC (Private) 1999
- **Teacher's Certificate 'A'** (3-Year Post Secondary)
Atebubu College of Education, Atebubu 1993
- **G.C.E Ordinary Level**, Kumasi Academy Senior High School. Kumasi 1989

TEACHING EXPERIENCE

Lecturer (Full Time), January, 2020 – Date

University of Energy and Natural Resources, Sunyani

Assistant Lecturer, (Full Time), January, 2018 – January, 2020

University of Energy and Natural Resources, Sunyani. ACTS 402: Life Assurance, ACTS 406: Health Systems and Insurance, ACTS 302: Principles of Financial Accounting, ACTS 306: Investment Analysis and Portfolio Management, ACTS 401: General Insurance, INSU 061: General Insurance Business, INSU 063: Insurance, Legal and Regulatory, INSU 062: Insurance

Underwriting Process, INSU 064: Introduction to Risk Management, INSU 066: Insurance Claims Handling Process, INSU 083: Reinsurance, INSU 086 Personal Insurances, INSU 084: Fundamentals of Risk Management, INSU 088: Life, Critical Illness and Disability Underwriting.

Lecturer (Part-Time), 2018/2019, to date, KNUST, Business School. IBC 555: Insurance Marketing and Underwriting, IBC 558: Insurance Law and Regulations, BCERM 568: Risk and Insurance Operations Management

Lecturer (Part-Time), 2018/2019 to date, Catholic University College of Ghana, Fiapre, ASC 308: Principles of Insurance, ASC 316: Health Insurance, MBAF 805: Risk Management and Insurance, MBAF 806: Financial Institutions Management, MBAF 808: Project Finance

Lecturer (Part-Time), 2018/2019 Session 2 Academic Year: Valley View University College, Techiman, MGNT 216: Insurance and Risk Management.

PROFESSIONAL/INDUSTRIAL WORKING EXPERIENCE:

Principal Officer

Loyalty Insurance Company (March 2017 to date)

Zonal Manager (Northern)

Loyalty Insurance Company Ltd (January 2017 to January 2018)

Zonal Manager-Northern

Vanguard life Assurance company-Kumasi (December 2015 to December 2016)

- Lead sales operations
- Plan the Zone activities
- Prospect for new business among others
- Recruiting, training and development of Sales Officers

General Manager-Technical & Administration

Lordship Insurance Brokers & Consultancy Ltd. Accra (October 2014 to November 2015)

- Lead sales operations
- Create, review and implement business procedures
- Planned company's activities

Branch Manager

Vanguard Life Assurance Co Ltd, Sunyani (September 2008-September 2014)

- Trained and Managed Sales Managers to meet productivity targets
- Prospected and sold of VA Life products
- Ensured that pay points visitation was done by Sales Managers

- Ensured the recruitment and training of Sales Executives to meet the minimum manpower requirement

Regional Manager

Readwide books Ltd, Kumasi. (September 2006-August 2008)

- Prospected and sold of books
- Led and managed sales teams in the branch
- Created exhibition centres for the sales team
- Supervised the branch Administration Assistant Officer to function effectively

Insurance Officer

Quality Insurance Co. Ltd, Kumasi. (January 2004 - August 2006)

Underwrite motor policies, fire and other Non-Life insurance policies.

Marketed both Life and Non-Life insurance products.

Recruited and trained Agents for Life and Non-Life insurance policies.

RESEARCH INTEREST

Risk Management and Insurance

PUBLICATION

William Kumi, Masha Buah Ahoba, Abdul-Karim Iddrisu, Yaw Osei (2020). Factors that determine the willingness to pay for private health policy in the Sunyani Municipality, Bono Region of Ghana. *JSM Math Stat* 5(1): 1018.

Osei, Y., & Yensu, J. (2017). Corporate governance structure and insurance companies' performance in Ghana. *Research Journal of Finance and Accounting*. Vol 8, No 4.

TRAINING

Trainers Workshop for resource persons of Ghana Insurance College (GIC) April 2021

Anti-money Laundering and Combating the Financing of Terrorism (AML/CFT NIC, August 2015)

SKILLS

Microsoft Applications

- MS Excel, MS Word, Internet skills and MS Power Point

Other skills

- Team work, Coaching and Coordinating

LEADERSHIP

Kyidomhene, Sabin Akrofrom, Kumasi, Ashanti Region

Liaison Officer Sabin Akrofrom Charity Foundation (2014 – Date)

Risk assessment and evaluation of beneficiaries

Vice President, JCR, University of Ghana Business School. 2002/2003

Financial Secretary,

Ahwiaa Teacher's Credit Union. (1995-2000)

REFEREE:

1. **Dr Nicolas Oppong Mensah**

Lecturer, University of Energy and Natural Resources, Sunyani

Tel. 0207067499

2. **L. H Osei**

Formally of Quality Insurance Company.

Kumasi

0208229745

3. **Anthony Gyamfi**

Corporate Sales Manager

Northern Sector

Vanguard Life Assurance

0244953326