ALEŠ NYPL

Digital & AI Transformation Leader | Product Leadership | Practical AI Builder

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PROFESSIONAL PROFILE

A manager with 20 years in financial services. Most recent role: Director of Digital & Products at RENOMIA Group (2021–2026), where I led the digital transformation of the B2C segment with an annual budget of CZK 40–60M. The systems I built are used today by more than 1,000 people and save CZK millions a year. I use and manage AI in practice: I run my own system of agents and rules and bring the same approach into companies. I work independently as EngineLoop and am open to opportunities in transformation, product management and AI.

KEY RESULTS

- **RDO core system** — one platform for the retail division: consolidation of 4 companies, 5 migrations, 8+ modules; budget CZK 40–60M/year
- **CZK millions/year savings** — digitalisation of pre-contractual documents (200,000+ documents a year handled digitally, 100% adoption within two years); eliminated printing, postage and manual processing
- **+40%/year growth in life insurance production (≈ +CZK 20M)** — following the rollout of the digital sales tool
- **up to 90% faster main processes** — for example quoting and arranging property insurance down from 3 hours to 20 minutes

AI & AUTOMATION — PERSONAL PROJECTS

- **AI work system** — my own system in which I manage AI: inbox, item-by-item approval, approved memory, daily agents, rules enforced by scripts, a record of every run
- **AI consulting for clients** — operating model and architecture for an AI-native firm, financial analysis of a group, process mapping and AI-led optimisation of operations (property developer, food service)
- **Own applications and websites** — an application for managing an apartment building (Next.js, TypeScript, PostgreSQL, meter readings recognised from photographs), a work log with photo documentation, approval dashboards and engineloop.cz

WORK EXPERIENCE

Director of Digital & Products
Spring 2021 – 2026

RENOMIA Group | *Largest Czech insurance brokerage group | Retail division: insurance, investments, pensions, loans | B2C segment*

- Owned the B2C ecosystem digital transformation strategy — from vision to delivery; reported to executive management and shareholders
- Led a team of 8 direct reports + 20+ indirect (analysts, product owners, in-house and outsourced development teams); budget CZK 40–60M/year, vendor selection and roadmap priorities
- Built RDO (Renomia Digital Office) — the backbone core system connecting 4 subsidiaries; 5-year project, 5 migrations, 8+ modules; end-to-end workflow lead generation → needs analysis → sale → service as the foundation for data analytics and the AI layer
- Designed and delivered digital sales tools (life and non-life insurance, investments) and a new investment platform — cut the sales process by up to 90%

Senior Product Owner + Head of Product Team
2019 – Spring 2021

RENOMIA Group | *Concurrent mandate: product management across 4 product lines + digital transformation*

- Led development teams and the product owners of individual tools, along with a product team of 4 managers (insurance, investments, pensions, loans) — development, people management, methodology and P&L oversight
- Initiated and delivered a platform for digitalising pre-contractual documents — 5,000 sets/month, CZK millions/year savings, 100% company adoption; launched the first digital quoting and comparison tools
- Implemented a simple electronic signature — eliminated the paper process, reduced compliance risk, and improved user and client satisfaction

Director of Operations and Innovation *2018 – 2019*

RENOMIA Group

- Transitioned from a sales role to a process and innovation mandate — standardising operations, preparing the digitalisation strategy, hands-on as Product Owner
- Identified key technology gaps and proposed the digital development roadmap for the retail division

Sales Director, RENOMIA BENEFIT *June 2017 – 2018*

RENOMIA Group

- Accountable for the sales performance of the retail segment — insurance, investments, pensions, loans

Regional Manager, Partners Market Franchise Network *2015 – 2017*

Partners Financial Services | *Largest Czech network of independent financial advisors | Franchise network of 26 branches*

- Managed a network of 26 branches — sales performance, development, personnel changes
- Opened 5 new branches and turned around 10 underperforming ones; grew network business by +40%, with 70% of branches profitable

Executive Manager → Senior Manager → Team Manager → Senior Consultant *2006 – 2015*

Partners Financial Services | *Career progression from financial advisor to team leadership*

- As Executive Manager, led a team of 20–25 people; a team of 10 professionals from that time still work in the industry today
- Built and developed teams of financial advisors — recruiting, training, coaching, sales performance

KEY COMPETENCIES

- Digital strategy & transformation
- Product management, roadmap, priorities
- OKR and benefits tracking
- Business case and investment portfolio
- Digital ecosystems, process redesign
- Data & systems architecture
- Cross-functional leadership (8 + 20+)
- Change & adoption (Kotter, ADKAR)
- Regulatory compliance (CNB, GDPR, AML)
- Agile delivery (Scrum)
- Vendor management, RFP, SLAs
- Stakeholder management, board reporting
- AI & automation (agentic workflows)
- Systems thinking, budget CZK 40–60M/year

TOOLS & TECHNOLOGY

Project & product: Jira, Confluence, Microsoft Planner, Trello, Miro

Data & analytics: Excel (advanced), Power BI (specification and design of reporting), Google Analytics, Microsoft 365

AI & automation: designing and running AI agents and applications (autonomous workflows, approval gates, rules enforced by scripts). Claude (Code), ChatGPT, Gemini, Google AI Studio, NotebookLM, Gamma, Antigravity; Markdown and git, Python, Next.js, TypeScript, PostgreSQL.

EDUCATION & CERTIFICATIONS

Technical University of Liberec, Faculty of Mechanical Engineering *2004 – 2006*

Studies not completed — transitioned to entrepreneurship in financial services

CNB licences: insurance, investments, pensions, loans (regulatory authorisation as an intermediary)

Certification: EFA — European Financial Advisor (EFPA), 2014

Professional development: Symphera (Martin Klusoň) — leadership & management; industry conferences; structured AI learning (90-day plan, quarterly retrospective). I know and use: Kotter, ADKAR, OKR, prioritisation, benefits tracking

LANGUAGES

Czech — native | **English** — B2 → C1 (actively developing) | **German** — lower intermediate