

IOSIF GALEA

CORE SKILLS & EXPERIENCE

An ambitious and hard working individual, my career at highly respected companies are testament to my commitment and ability. I handled multiple tasks on a daily basis competently, working well under the pressure. Frequent acknowledgment of my contribution from senior management illustrates my potential value to your company.

PERSONAL DETAILS

ADDRESS Nirvana, A.C. Zammit street, Zejtun
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TELEPHONE +356 99821268
NATIONALITY Maltese
DATE OF BIRTH 19th September 1980

EMPLOYMENT

DATES: January 2016 – Present

JOB TITLE: Key Official/Director – various igaming operators
Regulatory Compliance Specialist – IBID Group owners of
Pragmatic Play Limited, Betpoint Limited, E-Play 24 Limited

RESPONSIBILITIES

- Internal compliance per business area,
- Developing, initiating, maintaining, and revising company policies and procedures,
- Gaming compliance within different jurisdictions,
- Licensing, monthly reports, daily complaints, communication with authorities,
- Internal vetting and processing of b2c and b2b agreements,
- Assisting in regulatory projects such as licence applications, policies and procedures, as well as in corporate structure and tax related projects,
- Handling and keeping track of litigation, contracts, intellectual property rights and other administrative procedures,
- Providing effective compliance and regulatory advice, support and internal training across the business,
- Securing overall compliance with local laws and regulations and mitigating potential risks.

DATES: November 2013 – December 2016

JOB TITLE: Key Official/Director – Betsolution4U Limited/Betpassion Limited
Key Official/Director - Diamond Team Limited
Key Official/Director - Telematic Interactive Limited
Key Official/Director - E-Play24 Limited
Key Official/Director - Scout Limited
Key Official/Director - Euro Club Network Limited
Key Official/Director - Random Games Limited
Key Official/Director - Euro Club Poker Limited
Key Official/Director - Smarkets Malta Limited
Key Official/Director - OIA Services Limited

RESPONSIBILITIES

- Acting as a primary contact for the licensee with relevant Maltese Authorities;
- Assisting the MGA in the certification process and in any investigation;
- Ensuring that all games are fair and correct and that the remote gaming system is well kept and maintained;
- Ensuring compliance with applicable EU directives at all times;
- Reporting to the MGA (monthly and on an ad-hoc basis on any changes);
- Submission of Company's audited Financial Statements;
- System review / Certification of compliance;
- Sealing of Servers and also responsible to make sure seals are not broken, and if so reporting to the MGA and re-sealing;
- Incident reporting - the MGA is to be advised in respect of any changes made to either the hardware or software of the company, by signing and submitting the Incident reports;
- Submitting monthly gaming tax and annual gaming license fee;
- Submitting the Company's Accounts / Audit;
- Ensuring players' funds are adequately held by the licensee at all times;
- Data Protection & Money Laundering Reporting.

DATES: February 2013 – November 2013

JOB TITLE: Compliance Executive – Cybergaming Consultants Limited

RESPONSIBILITIES

- Acting as a primary contact for licensees with relevant Maltese Authorities;
- Co-ordinating day to day management of licensees;
- Ensuring relevant statutory reporting is submitted in a timely manner;
- Managing regulatory risk and assists in developing and maintaining compliance manuals, policies and procedures;
- Liaising with clients and management to prioritise business issues;
- Managing all new Licensing processes in different countries;
- Identifying innovative solutions to compliance issues & recommend solutions for possible improvement;
- Verifying that product specifications are consistent with the regulatory requirements set forth by the Authorities for all target jurisdictions;
- AML/CTF compliance for licensees;
- Handling certification issues and proactively overseeing that Microgaming and Pokerstars adhere to the rules and regulations within the jurisdictions being licensed with.

DATES: April 2009 – March 2013

JOB TITLE: Compliance Officer (Enforcement) – Lotteries and Gaming Authority

RESPONSIBILITIES

- Operator Checks and Investigations on gaming systems, licensed operators;
- Assisting in the drafting of new regulations and legal notices;
- Preparation and Issuing of Administrative Fines and Administrative Fines Agreement;
- Investigations on Gaming System Liability Reports and Clients Accounts;
- Preparation and Issuing of Notices of Suspension;
- Preparation and Issuing of Notices of Cancellation;
- Preparation and Issuing of Suspension and Cancellation of Licences;
- Approval of Key Official Resignations;
- Approval of Changes in Company Beneficial Owners;
- Approval of Share Transfers and Restructuring of Companies;
- Approval of Transfer of Licences;
- Preparation and Issuing of Termination of Licences/Closure of Licences;
- Organising Data Extractions from Data Centres as instructed by Management;
- Preparation and Issuing of Warnings to Licensee;
- Preparation of Directives regarding Bank Guarantees;
- Preparation of Letters of Good Standing in favour of Licensees;
- Member of the Enforcement Management Committee (Remote Gaming & Land Based Enforcement);
- Investigating the Audited Accounts and Financial Statements.

DATES: December 2007 – March 2009

JOB TITLE: Compliance Officer (Licensing) – Lotteries and Gaming Authority

RESPONSIBILITIES

- Processing applications for licenses contemplated in the Lotteries and Gaming Act, 2001,
- Monitoring licences issued in terms of the Lotteries and Other Games Act 2001 and regulations made by the Authority,
- Monitoring and implementing processes established by the Authority to carry out its functions,
- assists in the creation and implementation of procedures that are required by the Authority to carry out its functions,
- Assisting in research and policy reports regarding Lotteries, Gaming and Gambling,
- Representing the Authority in Court Proceedings,
- Acting as a public relations officer on matters regarding Gaming Licenses,
- Ascertaining whether the operations of gaming are being properly conducted and managed.

DATES: May 2007 – December 2007

JOB TITLE: Sales Supervisor – General Soft Drinks

RESPONSIBILITIES

- Ensuring the availability of all Company Brands and packages by Trade Channels,
- Ensuring that the product in trade is in perfect condition, proper stock levels are placed in stores at prime positions and that the product is properly priced,

- Assisting the Sales and Marketing Manager and Sales Manager on setting goals for beverages section creation and display execution in each selling area,
- Advising on Placement of merchandising equipment in all outlets,
- Monitoring merchandising and sales results,
- Ensuring that sales representatives are provided with necessary data and targets of performance on a daily, weekly and week-end selldown basis,
- Producing and Analyzing weekly and monthly sales reports on Sales and comparisons of Actuals vs. Budgets,
- Ensuring that the Company Image is protected and enhanced in all activities carried out within the area,
- Ensuring that all sales representatives are adequately trained and informed to carry out their duties up to Company Standards.
- Meeting key clients regularly to build a good business relationship and develop their business.

DATES: April 2005 – May 2007

JOB TITLE: Assistant Food and Beverage Manager/Duty Manager – Corinthia Hotels International

RESPONSIBILITIES

- Meeting key clients regularly to build a good business relationship and develop their business,
- Keeping up to date with current catering trends and developing new catering marketing strategies,
- Monitoring and Controlling the financial performance of the catering operation,
- Preparation of budgets and forecasting,
- Weekly scheduling of Kitchen Operatives and Food and Beverage Service Operatives complying with the Budgeted weekly payroll,
- Effectively managing budgets including monitoring and controlling revenue and cost targets working closely with the Head Chef,
- Identifying areas requiring maintenance, kitchen equipment troubleshooting and maintenance, purchasing of equipment and supplies for the operation,
- Liaising with the Head Chef to ensure smooth service between the kitchen and Food and Beverage outlets. Ensuring all cash, charge, float and till procedures are carried out in accordance with company policy,
- Assisting the Food and Beverage Director in the review of all food, service, beverage and hotel supplies related costs and consumptions,
- Evaluating the Catering Outlets Business performances, post event customer satisfaction follow-up and instituting customer surveys.

DATES: May 2000 – April 2005

JOB TITLE: Purchasing Manager & Cost Controller – Corinthia Hotels International

RESPONSIBILITIES

- Meeting key clients regularly to build a good business relationship and develop their business,
- Monitoring and checking all stock issues and posting internal transfers,
- Conducting end of month Stock Takes in Main Kitchen, Satellite Kitchens and Bar Outlets,
- Producing a monthly F&B Cost Control report for senior management detailing achieved cost against budget and inventory results,
- Monitoring Stock Transactions, stock par levels, purchasing prices and conducting periodic spot checks/analysis reports,
- Preparing Menu Items and Buffet Costing, Menu Engineering, Banqueting Profit and Loss Accounts, Flash Food Cost Reports and Purchasing Forecasts,
- Evaluating monthly payroll costs related to the Food and Beverage Department,
- Set up Food cost control procedures to reduce pilferages,
- Assisting the Financial Controller in the running and supervision of the hotel's stores and receiving office,
- Covering the duties of the Purchasing Manager in his absence,
- Supervising, Training and providing assistance to subordinates in the receipt, disbursement, storage and issuing of supplies, materials and equipment,
- Undertaking the role of Duty Manager according to the manager's roster thereby ensuring the smooth running of the hotel in all areas.

ADDITIONAL SKILLS/ATTRIBUTES

- Being punctual, a team player, motivational and ambitious.
- Very proficient in gaming law and development in gaming jurisdictions

EDUCATION

UNIVERSITY OF NEVADA, LAS VEGAS - 2012

QUALIFICATION: Certificate in Casino Auditing

BTEC/EDEXCEL - 2006

QUALIFICATION: Diploma in Management Studies

SIXTH FORM/COLLEGE: UNIVERSITY OF MALTA JUNIOR COLLEGE

QUALIFICATIONS: Advanced Level in English Language, Maltese Language and Typing
Intermediate Level in Systems of Knowledge

SECONDARY SCHOOL: SAVIO COLLEGE, DINGLI, MALTA

QUALIFICATIONS: Ordinary Level Subjects/MATSEC in English Language, French, Maltese, Religious Knowledge, Mathematics, Physics, Environmental Studies, Chemistry, Computer Studies, Typing

Other Certificates

- School Leaving Certificate – Savio College, Buskett Road, Dingli
- Certificate in Food and Beverage Service – Savio College Food and Beverage Course
- Certificate in Stores and Inventory Management – University of Malta
- Certificate in Accounts for the Non-Accountant – HRD Consultancy Services Ltd
- Certificate in Managing People – Employment and Training Corporation
- HACCP Certificate – Corinthia Hotels International
- Food Hygiene Certificate in accordance with LN 178/ 2001(Category B) – Institute of Tourism Studies
- Train the Trainer Certificate – Corinthia Hotels International
- Certificate in Bar Service Theory – Institute of Tourism Studies
- Basic Fire Fighting Course – Department of Civil Protection
- Basic First Aid Course - MCAST
- Basic Seamanship and Safe Boat-handling Certificate – MCAST
- Prevention of Money Laundering and Terrorist Financing in Gaming

ACHIEVEMENTS

Corinthia Hotels International

- Was appointed as point person for Food and Beverage Cost Control at Corinthia Hotels International,
- Was nominated for a Management Programme at Corinthia Hotels International.

Lotteries and Gaming Authority

- Participated in the preparation of technical documentation for the Gaming Devices and Amusement Machines regulations,
- Was appointed to head a team in the review of Land Based Casino RFP/tender process at the Malta Government Investments,
- Participated in the review of the National Lottery Tender process review in conjunction with Malta Government Privatisation Unit,
- Participated in six (6) consecutive Events/Expos attended by the Lotteries and Gaming Authority mainly being EIG, The Betting Show and ICE,
- Participated in research studies regarding new licensing structures mainly Fantasy Football, Spread Betting, Reverse Auctions and Skill Games,
- Headed various teams within the Authority to set up standard operating policies for games within the Land Based Casinos and National Lottery Licence,
- Was appointed member of the Enforcement Management Committee within the Lotteries and Gaming Authority.

iGaming Operators

- Obtained the Personal Management License from the UK Gambling Commission to act as the MLRO and Regulatory Compliance Officer for Smarkets Malta Limited, Euroclub Network Limited, Euroclub Poker Limited, Scout Limited and E-Play 24 Limited,
- Acted as the Regulatory Compliance Officer for OIA Services Limited (Betaland) and E-Play 24 Limited (casinoplex.it, pokerplex.it) with AAMS (Italian Gambling Authority),
- Acted as the Regulatory Compliance Officer for E-Play 24 Limited (casinoplex.dk, pokerplex.dk) with the Danish Gambling Authority,
- Submitted remote gaming applications towards the UK Gambling Commission on behalf of Euroclub Network, Scout Limited, Smarkets Malta Limited, E-Play 24 Limited and Pragmatic Play Limited,
- Acted as the regulatory compliance point of contact for Euroclub Network (Cake Poker) during the proposed merger between the latter, Ogame Poker Network and NYX Interactive.

I am the holder of a personal management license for gaming operators licensed within the UK Jurisdiction issued on the 27th March 2015 under part 6 of the Gambling Act. PML no: 000-039525-M-320694-001

REFERENCES

http://www.linkedin.com/profile/view?id=61753126&trk=hb_tab_pro_top