

Allianz Partners

Group Communications

## Media release

# Allianz Partners makes two senior appointments to support its data and sales strategy

**Pieter Viljoen has been appointed Global Head of Data & Analytics, and Julie Lesne has been nominated Global Head of Sales Excellence and Steering**

Paris, October 8<sup>th</sup>, 2024

Allianz Partners, a world leader in insurance and assistance services, has announced two strategic appointments to support the company in its ambitions to strengthen digital capabilities and further focus on growth.

### **Pieter Viljoen – Global Head of Data & Analytics**

With over 20 years in the insurance and banking industry across Europe, Africa, and the Middle East, Pieter Viljoen joins Allianz Partners to lead the Data function and drive Allianz Partners' transformation with new digital solutions. Pieter will work on strengthening data capabilities and supporting business priorities through the strategic use of data.

Pieter brings extensive experience in data and analytics, having led the ramp-up and roll-out of data-driven solutions at scale in various companies, including ING, Achmea, Standard Bank, and Infomet. He reports to Beatriz Corti-Stuber, Chief Transformation Officer and Board Member of Allianz Partners.

### **Julie Lesne – Global Head of Sales Excellence and Steering**

Julie Lesne joins Allianz Partners to lead the Global Sales Excellence and Steering function, concentrating on accelerating growth and developing talent for the high performing sales organization. Under her leadership, Allianz Partners will align global sales strategy with local market needs and continue to put customers at the heart of every proposal and business interaction.

Julie brings over 20 years of experience to her new role, with a large part of her career spent with AXA in several leadership positions. In her most recent role, she was a Board Member and Global Head of Assistance and Services at AXA Partners. She reports to Jacob Fuest, Chief Market Officer and Board Member of Allianz Partners.

**Tomas Kunzmann, CEO of Allianz Partners, commented:** "We are very proud to have such experienced and talented colleagues joining Allianz Partners to help us become more

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data driven, customer centric and win additional business. In today's digital world, no company can succeed without being able to use data efficiently, either for informed decision-making, customer understanding, or operational efficiency. I trust that both Pieter and Julie's in-depth knowledge and experience will enable further growth for Allianz Partners as the worldwide leader in insurance and assistance services."

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### About Allianz Partners

Allianz Partners is a world leader in B2B2C insurance and assistance, offering global solutions that span international health and life, travel insurance, mobility and assistance. Customer driven, our innovative experts are redefining insurance services by delivering future-ready, high-tech high-touch products and solutions that go beyond traditional insurance. Our products are embedded seamlessly into our partners' businesses, sold through intermediary channels or directly to customers through the Allianz brand. Present in over 75 countries, our 21,900 employees speak 70 languages, handle over 72.5 million cases each year, and are motivated to go the extra mile to offer peace of mind to our customers around the world.

For more information, please visit: [www.allianz-partners.com](http://www.allianz-partners.com)

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