

# MICHAL TESAR

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## Group Chief Technology Officer

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## EXECUTIVE SUMMARY

Group CTO with 15+ years' experience building and scaling technology capability within a growing, multi-company services group. Trusted executive partner to CEOs and boards, operating at the intersection of growth, cost, risk and delivery. Played a key role in evolving a single insurance brokerage into a diversified group spanning insurance, claims management, lead generation, HR services and energy brokerage.

Commercial, board-level leader combining deep technical background with strategic judgement. Known for designing shared platforms, supporting venture build and integration, and making disciplined investment trade-offs in regulated environments, with direct accountability for budgets, KPIs, cyber risk and operational resilience.

## IMPACT SNAPSHOT

- Multi-company services group across insurance, claims, lead generation, HR services and energy brokerage
- Teams led: 15 total (internal engineers & developers, IT support, MI/ops; externals used for temporary scale)
- One group business scaled 5x in 3 years, exited at ~8x EBITDA
- One business grown from ~£100k to £10m+ annual revenue over 5 years
- Group-level growth exceeded this, enabled by shared platforms and automation
- £100k+ annual technology cost savings via open-source adoption and vendor rationalisation
- £200k+ secured in R&D tax credits through qualifying development activity
- Internal ownership of architecture, codebases and standards; no strategic vendor lock-in

## PROFESSIONAL EXPERIENCE

### Group Chief Technology Officer - iRevolution Group (formerly Insurance Revolution)

*Apr 2015 - Present*

- Set and owned group-wide technology strategy and target architecture aligned to commercial priorities

- Designed shared, API-first platform foundations reused across multiple businesses
- Led venture build and post-acquisition integration across the group portfolio
- Built and led a small, highly specialised internal engineering organisation including internal developers
- Used external developers strictly as short-term capacity, retaining IP and decision-making in-house
- Owned technology budgets and KPIs, prioritising investment across competing initiatives
- Established delivery, DevOps and operational practices supporting reliability and scalability
- Held executive accountability for GDPR, ISO 27001-aligned cybersecurity, PCI compliance and FCA regulations

### Group Portfolio

- Insurance Revolution (original insurance brokerage)
- Utilink Consulting - energy brokerage
- Insurance1 - insurance brokerage
- 1st UK Broking - insurance brokerage
- iRevolution Claims - claims management
- FlashQuote - lead generation (co-founded)
- PolicyLink - lead generation
- ALPHR - HR services

### Earlier Roles Within the Group

- Technical Operations Director / Head of Technical Operations - Insurance Revolution
- Modernised legacy platforms and automated sales, policy administration and reporting
- Managed suppliers and delivery partners during rapid commercial growth

## EARLIER CAREER

- Director of Information Technology - 7Finance
- Lead Software Developer - EasyWheels Online
- Software & Database Developer - Techdata
- Solution Designer - Spinoco
- PHP Programmer - nu3 GmbH
- Web Software Developer - Pathfinder Club
- Software Developer - Self-Employed

## TECHNOLOGY EXPERIENCE (SUMMARY)

Platform architecture, API & integration design, automation & workflow optimisation, DevOps & CI/CD, monitoring & operational stability, data & MI foundations, security and regulatory compliance.