

Dear Sir/Madam,

I am writing to express my interest in a senior leadership position at your esteemed company.

With over five decades of experience in business, I have successfully led and expanded large organizations, driven strategic growth, and navigated complex financial landscapes.

As the Chairman and CEO of the **Constant of Constant of Constant of Constant of Centre of Cent**

Throughout my career, I have overseen multimillion-dollar developments, negotiated high-stakes deals, and expanded into international markets.

My leadership style is results-driven, with a strong focus on operational efficiency, business development, and market positioning.

I am confident that my extensive experience in corporate management and business strategy will allow me to contribute significantly to the continued success and growth of your company.

Best Regards,

Plagiarism - Proofreading - Citing - Al Writing - Learn

Scribbr

English French Spanish German Dutch Ū Dear Sir/Madam, 100% I am writing to express my interest in a senior leadership position at your esteemed of text is likely AI ① company. With over five decades of experience in business, I have successfully led and expanded large organizations, driven strategic growth, and navigated complex financial landscapes. Human AI As the Chairman and CEO of the Trump Organization, I managed a diverse portfolio of Al-generated () 100% real estate, hospitality, and entertainment ventures, consistently delivering high-value Al-generated & Al-refined (i) 0% results and ensuring long-term profitability. Human-written & Al-refined () 0% Human-written 🛈 0% Throughout my career, I have overseen multimillion-dollar developments, negotiated high-stakes deals, and expanded into international markets. Enhance your writing in seconds My leadership style is results-driven, with a strong focus on operational efficiency, **Try Paraphraser** business development, and market positioning.

Influencing the Board & enhancing Board engagement

by **ELEFTHERIOS TSINTZAS**

CIA, CFSA, CRMA, CFE, MSc

Head of Internal Audit of Thessaloniki Port Authority S.A.







Evolving Role of Internal Audit

Evolving Role of Internal Audit

Global Internal Audit Standards

Purpose:

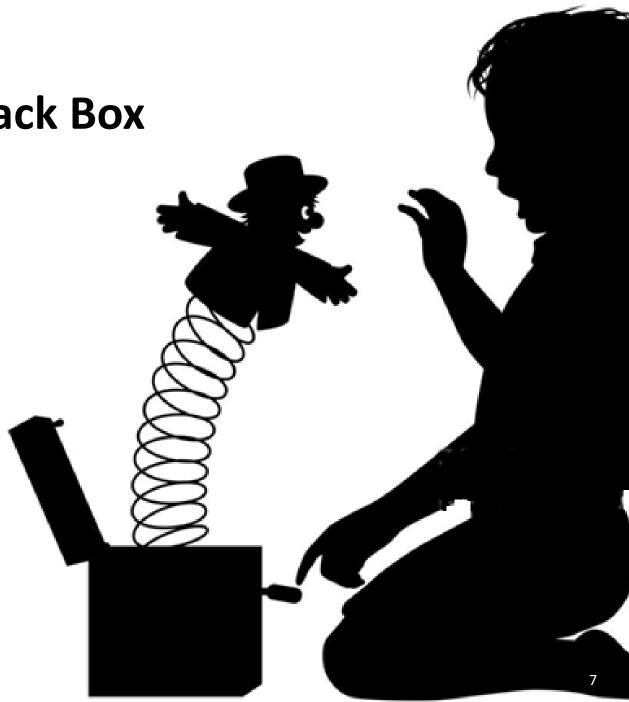
Internal Audit strengthens the organization's ability to create, protect, and sustain value by providing the board and management with independent, risk-based, and objective **assurance**, **advice**, **insight**, and **foresight**.

Source: https://www.theiia.org/

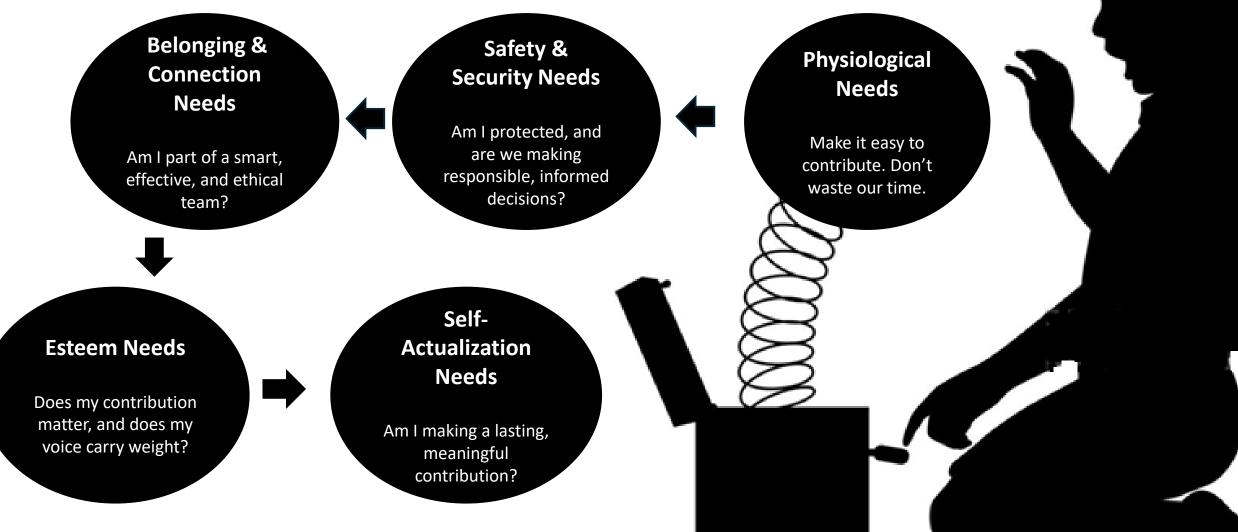
Board of Directors – The Black Box

A board of directors is the governing body that supervises the activities of an organization.

Its members should act on a fully informed basis, in good faith, with due diligence and care, and in the best interest of the organization, its owners, and other stakeholders.



Board of Directors – The Black Box



Board of Directors – The Black Box

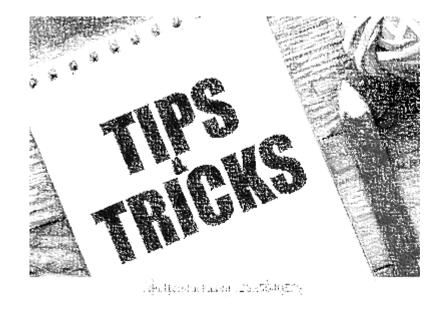


Members of the Board need access to timely & accurate data & reports.

Work with senior management and other assurance providers to understand each other's reporting to the Board, so as to help enable timely, clear, and transparent reporting that is not redundant or conflicting.

Build Trust & Credibility:

- ensure freedom from conditions that impair your ability to perform your services in an unbiased manner (Independence)
- ✓ maintain **Objectivity** when performing audit services
- ✓ demonstrate Competency through applying knowledge, skills, and abilities to fulfill your role successfully
- ✓ work with Honesty & Professional Courage



Members of the Board need protection from risk, confidence to govern, and be ensured they can function within a predictable, well-managed environment.

Assurance - how much risk is the organization warehousing.

When communicating overall conclusions, consider

- ✓ how a conclusion relates to the strategies, objectives, and risks of the organization;
- ✓ whether the conclusion solves a problem, adds value, or provides the Board with confidence on a topic.

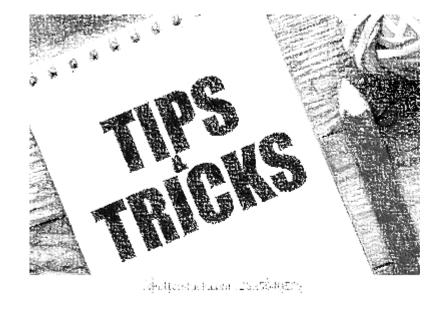
Findings and conclusions of multiple engagements, when viewed holistically, may reveal **themes** related to the organization's governance, risk management, and control processes.



Advisory services - proactively evaluate new/changes to systems, activities and policies (design and implementation phases), to anticipate and timely respond to risks.

The Board needs strong relationships, shared purpose, and a culture of collaboration to be effective.

- Emotional Intelligence foster a collaborative relationship, understanding, using and managing your own emotions in positive ways.
- ✓ Active Listening not only hear what the Board is saying, but also attune to its thoughts, priorities, and concerns.
- ✓ Adaptability & Flexibility keep an open mind, be ready to respond with positive attitude, be willing to learn new ways of doing things, and actively seek out new approaches to achieve objectives.



Members of the Board need feedback to know where they stand and how they are performing.

- In addition to static, post-mortem reports to the Board on what has happened in months or years ago, provide **real-time insights** to the Board related to governance, risk management, and controls.
- ✓ During your services, combine technical skills with **business acumen**, taking into consideration how your organization operates, creates value, and gains competitive advantage.
- ✓ Dive deeper into the tone at the top, the decision-making processes, and ethics.
- ✓ Benchmark against peer organizations or industry standards and frameworks (e.g. COSO, ISO, NIST).

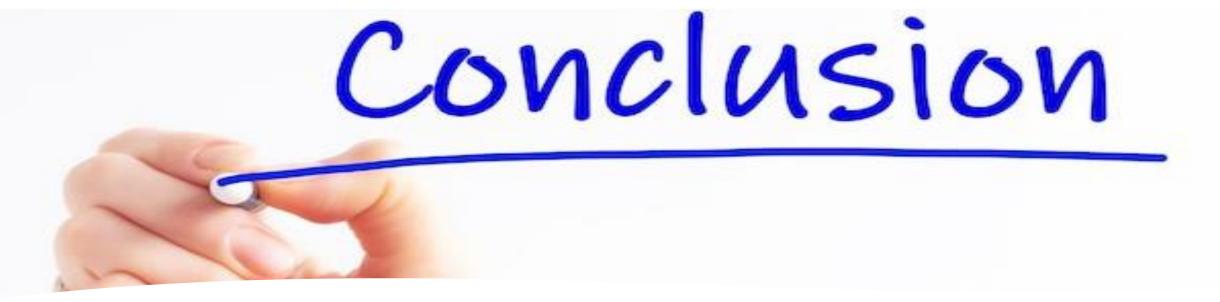


Members of the Board need to stay ahead of trends, constantly evolving how they govern, and continuously learn.

Foresight - Scan the environment for emerging risks and opportunities, assess data, design scenarios to prepare the Board for alternative potential futures, so that the Board can prepare the strategies necessary to navigate them.

- ✓ Assurance services
- ✓ Risk identification
- ✓ Advisory services





Listen actively to the Board Members, to understand their needs, and **be flexible** to meet those needs.

Build the Board's **trust** to your services (Independence, Objectivity, Competency, Honesty & Professional Courage).

Move away from the police officer role, to becoming a **trusted advisor** and **strategic partner** of the Board, through:

□ proactive advisory services;

□ real-time insight; and

□ timely foresight.



Global Internal Audit Standards

Thank you for your attention!

Internal Audit: VISION 201025