

Personal Summary

A hands on, customer driven, result oriented financial and real estate background professional. Strong managerial and negotiating skills. Proven track record in implementing business strategies and managing teams in achieving challenging goals. Effective networking knowhow in developing long lasting business relationships. Organizational minded, customer oriented, with strong motivational, communication, interpersonal, leadership skills and business acumen.

Experience

Themis Portfolio Management Ltd

Regional Sales Manager – Limassol & Paphos

Nov/2022 – Present

- Propose region sales plans and targets in alignment with business objectives
- Build and manage a team of agents to deliver sales targets
- Identify hiring needs, select and train new sales' people
- Implement specific action plan in an effort to achieve assigned sales targets
- Manage region and individual performances of the sales team
- Report on region sales results
- Forecast quarterly and annual sales
- Prepare and review the annual targets for the area
- Analyze the region's market trends and discover new opportunities for growth
- Address critical problems and suggest prompt solutions
- Participate in decisions for alternative selling strategies
- Maintain an in-depth knowledge of the real estate sector in the region and Cyprus
- Perform any other duties as assigned

Gordian Holdings Limited

Regional Sales Manager – Limassol & Paphos

Dec/2019 – Nov/2022

- Head of regional operations, portfolio, business development, employees and associates
- Manage, control, coordinate and train the Sales Team to achieve targets and maximise efficiency in the sales process;
- Ensure the team is constantly driving results by the appointment of new local agents, maintains regular contact with active agents/associates/investors and maximises the number of potential buyers referred by agents;
- Manage real estate asset offers and communicate them promptly to the Management;
- Continually monitor the sales strategy and provide relevant reports;
- Oversee and ensure that effective follow up procedures are in place and that the CRM is properly and timely updated;
- Prepare progress and status reports on performance (sales, agents) and present weekly metrics to the Management;
- Contribute to the development of the yearly sales budget and work towards its achievement;
- Facilitate effective co-ordination with the Closing Team for the preparation of necessary sales documentation;
- Facilitate effective co-ordination with Asset & Property Management team so as to conclude and deliver a comprehensive due diligence for all properties potential investors.
- Report on the sales progress to the Head of Real Estate and Head of Sales.

Major Achievements

- Leading region, for sales budget achievement, Yr. 2022.
- Leading region, for sales budget achievement, Yr. 2021.
- Leading region, for sales budget achievement, Yr. 2020.

FOX Smart Estate Agency

Paphos Area Manager -

June/2019 – Dec./2019

Head of district operations, business development, employees and associates.

AstroBank Ltd (ex-Piraeus Bank)

Paphos District Manager, Corporate & SMEs Banking (V.R.S)

Jan/2008 – June/2018

- Head of District's business development, banking operations and Employees performance according to Banks procedures and Central Banks circulars.
- Negotiating/establishing District's budget with H.O Top Management
- Establishing/monitoring District's and personal quantity/quality KPIs agreed with H.O Top Management
- Representing bank's Top Management at District level and executing any other special assignment granted on time with professionalism and accuracy.
- Assessing credit proposals /risk analysis for granting new banking facilities or restructurings over existing Districts loan portfolio and prospective deals.
- Supervision/implementation of complex credit approvals granted by Banks senior approving committee, effective negotiating/concluding Customers' requests, monitoring and reporting over the district portfolio direct to Head Office. Employee, hiring, training, development, termination, promotion.
- Close cooperation with all local authorities and district gvt department heads.

Major Achievements:

- 2nd prize in new business development for Yr.2017(re: -2% behind first district)
- 1st Quality loan portfolio. NPEs limited to the significant lowest % within the Bank.
- 2nd largest district in terms of active clients' accounts
- Cross Selling leading district (i.e. insurance products)
- Title of distinction for the outstanding contribution and continuous contribution to the development of the Piraeus Bank Group, awarded by Michalis Salas, Chairman & CEO to the Banks' corporate division.

Universal Bank

Head of Paphos' Loans Department (Retail – Business – Corporate Lines)

2003-2008

Acting Supervisor at Paphos' Loans Department (Retail – Business - Corporate Lines)

2001-2003

Alpha Bank

Area Corporate Officer

1999-2001

Credit Officer Retail & Business line customers

1997-1999

Banking Operations

1996-1997

Education, Training and Certifications

1994 – 1995	M.B.A, UNIVERSITY OF KEELE, U.K
1991 – 1994	B.A.(Hon.) Business & Management Studies, PHILIPS COLLEGE, CY
<u>Professional certificates:</u>	
2011 – 2012	Harvard Manage Mentor diploma
2002	Cyprus Insurance Institute-Core insurance knowledge diploma.
1996 – 2018	A big number of professional seminars offered by the HR Depts of AstroBank (ex Piraeus), Universal Bank and Alpha Bank.

Skills and Competencies

- Language Greek (Native), English (Excellent)
- IT Skills Microsoft Office products, various IT tools.
- Competences Commitment to continuous learning and growth. Prioritizing to meet deadlines. Effective communication, planning, organizing and performing skills.

Other Activities

MUNICIPALITY OF PAPHOS: Council member (2006-2016)

- Member & Chairman of Technical (Town Planning) Committee
- Member & Vice-Chairman of Human Resources Committee
- Member & Vice-Chairman of Foreign Affairs Committee
- Chairman of Executive Committee for building permits

References

Available Upon Request