

Curriculum Vitae

PERSONAL INFORMATION

Candidate's name: Panagias Kostas
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WORKING EXPERIENCE

**January 2008 - Present
Foullis Trade S.A.
(Samsung A/V)** Currently, I am working in the National Distributor of Samsung Electronics in Greece as a Merchandiser. I am accountable for the Brown Goods of the company (TVs, Home Theatres, DSCs, CCDRs, Mp3 Players). My job involves ensuring that the brand is getting maximum exposure (shelf share, market share), educating retailers (on product features, USPs, sales techniques), taking orders, monitoring and reporting on competition, brand awareness/preference/store displays and problem solving as well (service issues, retailers' requests, etc.).

**September 2007 -
January 2008
Ethniki Asfalistiki** I have worked as an insurance and financial advisor for Ethniki Asfalistiki (subsidiary company of the National Bank of Greece).

**November – December
2005
Progressive Advertising** I have worked as a sales representative in Progressive Advertising (a Direct Marketing company associated with Cobra Group) in account of our client (Teledome Telephony). My work involved below the line advertising: face to face (Residential and B2B).

**July – August 2005
L'Oreal Hellas SA.
(Counting House)** I have worked in the counting house of L'Oreal as a summer intern (via University of Aegean). Among my duties were accounting records keeping and processing the salesmen expenses.

**July – August 2004
Titan S.A. (Inland Sales)** During the summer internship program of University of Aegean, I have worked in Titan cement company S.A. in the department of inland sales. Among my duties were the composition of daily and monthly sales report

(for members of the Board of Directors and Sales Manager) and data entry to the ERP system (SAP) supporting the sales team (updating customers' database, etc.)

June - August 2003
S/M Bazzar S.A. (Central warehouses)

I worked as a warehouse employee in the Super Market chain Bazzar S.A. and in two stores in various positions.

UNIVERSITY STUDIES

2001 – 2005
University of Aegean
Department of Business Administration

I have graduated from the Department of Business Administration of the University of Aegean (in the island of Chios). In the third year of my studies I chose the Marketing Field.

OTHER EDUCATION

Seminars & Diplomas:

"Merchandising: The art of superiority in the point of Purchase" (Business Seminars)

"Health and Safety in the Work" (Adler Consulting).

"Successful and Effective Management through consultative science" (University of Aegean).

"The art of negotiating" organized by the (University of Aegean & AIESEC).

FOREIGN LANGUAGES

English
German

Cambridge Proficiency (2005)
Grundstufe (1999)

PC LITERACY

Operating Systems:

Windows All Platforms (95, 98, Me, XP, 7)
Linux (Suse Pro 9.1, Kubuntu, Knoppix, etc.)
Ms-Dos

Applications – Programs:

Ms Office Suite (Word, Excel, PowerPoint, Access, FrontPage, InfoPath, Publisher, Outlook), Ms Project, Photoshop, Premiere & After Effects, Lightroom, little working experience with SAP

Technologies – Codes:

Web Design (html scripting, Joomla, css styles), Qbasic, etc.

Other:

Internet, Networks, PC Theory, Multimedia

SOCIAL ACTIVITIES

Greek and English Wikipedia. Initiated and developed a great number of articles about economy and business in the Greek version of Wikipedia. Founder and moderator of the Greek Wikiportal "Economy" which is a Portal for Economy and Business

Other Activities: Founder and moderator of the Yahoo! Group: "Marketing Community" (newsgroup).
Marketing & Business blogs:
Braincharger -www.braincharger.net/blog
Zip3's Marketing blog - <http://zip3.blogspot.com/>

ADDITIONAL INFORMATION

Driver's License: Car, Second Category (amateur)

Military Commitments Fulfilled (August 2006 - August 2007)