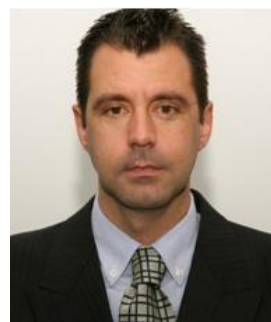


NIKOS REIZIS



PERSONAL DETAILS

Date & place of birth: 1972 – Athens
Membership: Economic Chamber of Greece

PROFILE & COMPETENCIES

Summary of main skills and competencies

- Team leadership
- Business negotiations
- International liaising, communications, negotiations and business development
- Sales management and Sales networks, Market Analysis
- Project development, implementation and co-ordination
- Coaching / problem analysis / custom made advice
- Analytical and synthetical, persuasive, flexible, attentive to details, coping with pressure and keeping deadlines
- Proficient PC user (MS Windows, MS Office, MS Outlook, SAP)

EDUCATION

1994-1995 **University of Wales, Cardiff Business School**
M.B.A. (Master in Business Administration)

1990-1994 **University of Piraeus, Department of Maritime Studies** Ptychion
in Maritime Studies

1987-1990 **3rd Lyceum of Ilioupolis**
Graduation grade - Excellent

ADDITIONAL TRAINING

2018 “Commercial Vehicles Market and Product Features”, Specialized seminars by Project Service. Pontedera, September 20-21

2018 “Digital Skills for Sales”, E-Learning Course, Piaggio Global Training

2017 “Design Thinking” Training, Widevalue, Pisa, April 4-5

2013 “Managing Customer Relations”, Seminar by PPP, Athens, December 16-17

2008 “Is the customer still king?”, Workshop by Achieve Global, Athens Imperial Hotel, December 4th

2007 “Channel Sales Excellence”, Specialized Sales Seminars by Frost & Sullivan, The Margi, Vouliagmeni, November 19-21

2007 Specialized Seminars in Operational Marketing & Consultative Sales by KPMG, Piaggio Academy, Metropolitan Hotel, Athens, April 2-4

FOREIGN LANGUAGES

English (Proficiency)
French (Sorbonne II)

WORK EXPERIENCE

- 2015 - **Piaggio Hellas S.A.**
Group Sales Director
Head of the Sales Department and commercial operations for all Piaggio Group brands: Piaggio, Vespa, Gilera, Aprilia, Derbi, Moto Guzzi, Commercial Vehicles
Responsibilities: sales budget and target achievement, sales planning and commercial activities, commercial policy and price lists, competition analysis, network development and training, corporate business development. Achievements:
- Market share increase from 15,4% in 2015 to 19,2% in 2018
- Successful handling of the 2015 domestic Capital Control crisis, maintaining the fine balance between company financial stability, uninterrupted network operations and company presence in the market.
- Smoothly applied a new market distribution system which required the removal of the local warehouse.
- Implemented consolidation of the Motorcycle network (from 68 to 7 points of sale) to improve brand presence and dealers viability.
- Application of new group CI (Motoplex)
- 2005 - **The American College of Greece - Deree College**
Dpt of Management and International Business, School of Business and Economics –
Adjunct Professor
Courses currently taught: i) ‘Maritime Operations & Ship Technology’ ii) ‘Introduction to Shipping’
Other courses previously taught: iii) , ‘Shipping Management and Operations’ - capstone, iv) ‘Shipping Finance’, v) ‘Transport Management’
Special Project:
- Member of the team for the development, validation and introduction of a new College degree in “Shipping Management” (2014)
- 2009- 2014 **Piaggio Hellas S.A.**
Sales Manager - Commercial Vehicles
Head of the Commercial Vehicles department (for Greece & SE Europe). Manager of the 3 and 4 wheel ranges. Direct communications with the Headquarters, budget preparation and accountability, network development and training, product price determination / positioning, design and implementation of commercial policy and marketing activities, fleet sales.
Achievements:
- Market share increase from 0,9% to 2,1% (2008/2012)
- Expansion of areas in charge to include the Eastern European markets (2010)
- 2005- 2008 **Piaggio Hellas S.A.**
Area Sales Manager (2 wheels)
Brands handled: Piaggio, Gilera, Vespa, Moto Guzzi
Responsible among others for: dealer network development, sales management, dealer budget preparation, dealer consulting and development, planning and implementation of local activities to promote product mix and achieve targets set, market and competition analysis, management reporting.
Achievements:
- Area Sales Manager of the year (2007, 2008)
- 81% increase in sales (2008/2005) vs. company increase 50%
- 13% increase in market share (2008/2005) vs. company 5% decrease
- renewal of 25% of network within a year (2005)

- 2001-2004 **Careers Office, University of Piraeus**
Supervisor
 Responsible for relations with business enterprises and the labour market, student career counselling, internship programs, preparation and coordination of Career Days. Member of numerous work teams focusing on education and labour market research. Preparation and submission of proposals for EU funded programs (EPEAEK, Leonardo Da Vinci, EQUAL etc), coordinator of funded programs.
Achievements:
 - 300% increase in job positions offered to students
 - 250% increase in student service usage
- 1999-2000 **Horizontal Network of Careers Offices in Greece**
Coordinator
 Setup of the Horizontal Network of Greek Universities' Careers Offices and representation in international fora (AGCAS, FEDORA).
- 1997-1998 **Maryville Maritime Inc., Piraeus**
Sale & Purchase Department
 Setup of the S&P department. Business negotiations, market monitoring / analysis and forecasting, strategic market reporting. Direct cooperation with the shipowner.
- 1993-1994 **Marine Management Services, Piraeus**
Accounting Department
 Account monitoring and registrations, payroll, exchange rates monitoring.

OTHER ACTIVITIES

- 2000-2002 **E-2000 Business Consultants, External Consultant**
 Consulting and preparation of proposals for EU funded programs

Teaching Experience

- 2005 - **The American College of Greece (Deree College)**
 Professor of the courses: i) 'Shipping Management and Operations', ii) 'Maritime Operations & Ship technology', iii) 'Shipping Finance', iv) 'Introduction to Shipping', v) 'Transport Management'
- 2003 – 2004 Private preparation lessons for G.M.A.T. (Graduate Management Admissions Test) and T.O.E.F.L. (Test Of English as a Foreign Language)
- 2003 – 2004 Organization and instruction: Career Counseling and Labor Market student preparation Seminars (University of Piraeus, Careers Office)
- 1999 – 2003 KARELLIS STUDIES, Instructor of the course
 "Management of Maritime Companies"
- 2001 Maritime Pension Fund (N.A.T.): staff training on the preparation of proposals for submission - EU funded programs (University of Piraeus)

- 2000 Instructor: Vocational Training Seminars for Secretaries of Maritime Companies (Vocational Training Centre: K.E.K. APOPSI)
- 1999 – 2000 Instructor: Vocational Training Seminars on the Organization and Management of Careers' Offices (at the Institute of Training and Vocational Guidance – IEKEP).
- Research and Publications
- 2005 “Effects of the Maritime sector activities in the Hellenic economy and measures towards higher competitiveness of Hellenic Shipping”, University of Piraeus, Research Centre (team under Prof. K.Giziakis)
- 2003 “Career Paths”, Vocational Counseling and promotion to Labor Market Network (D.E.S.P.A.) under the EU initiative EQUAL. Participant members: KEEE, EBEA, University of Piraeus, Research Centre on Equality, Lambrakis Research Institute, VPRC, TEKMOR, various Vocational Training Centers (KEK) etc.
- 2001 “Research on Labor Market needs for University and T.E.I graduate specializations”, Working Team for the Strategic and Land Planning of Higher Education in Greece, Ministry of Education.
- 1999 -2000 “Vocational Guide”, Pedagogical Institute, Team member.
- 1999 “Guide for Post-Graduate Studies”, Thessaloniki, Horizontal Network of Careers Offices of Greek Universities, (1999), Team member.
- 1999 A.Karlis & N.Reizis, (1999), “Thematic Guide for Post-Graduate Studies in the U.K.”, Athens, Stamoulis.

ARTICLES PUBLISHED

1. “Changes in the motorcycles market”. Newspaper interview, 4/5/2016, TA NEA, AutoNEA.
2. Giziakis, K., Reizis, N. & Aggistrioti, S. (2004). “New challenges for student counseling in the era of globalization” (in greek). Proceedings of ELESYP Conference on «Vocational guidance in an era of globalization and multiculturalism », December 4th-5th, Athens.
3. Giziakis, K., Bardi, E., Karlis, A. & Reizis, N. (2003). “Pathways to career and the work of career counsellors. The case of the University of Piraeus Careers' Office”. Proceedings of the 3rd International Conference on “New Horizons in Industry and Education”, 28-29 August, Santorini Island, pp.649-652.
4. “An analysis of pollution incidents due to ships”. Proceedings of Human Environmental Life Protection Workshops, Masters and Mates Union of Greek Merchant Marine, 10-13 September 2002, Piraeus.
5. Giziakis, K., Pazarzis, M., Reizis, N. & Karlis, A. (2002). “Development prospects of Piraeus in the field of Marine Insurance” (in greek). Review on Local Authority Decentralization and Regional Development (June issue), Panteion University, Athens.
6. Bardi, E., Giziakis, K., Karlis, A. & Reizis, N. (2001). “Graduate intentions and initial career paths. A call for tailor made career counseling and guidance”. Proceedings of the 2nd International Conference “New Horizons in Industry and Education”, 13-14 September, Milos Island.
7. Giziakis, K., Bardi, E., Karlis, A. & Reizis, N. (2000). “Gender: a factor of discrimination for professional opportunities? The case of University of Piraeus' graduates”. Proceedings of National Congress, EL.E.SY.P., Athens.
8. “Strategic Planning in Tramp Shipping”. Dissertation submitted for the completion of the MBA degree, 1995. Cardiff Business School, Wales, U.K.

9. “VLCC freight rates and prices post-1979”. Dissertation, 1994. University of Piraeus.

CONFERENCES – FORA - SEMINARS

- 2019 “*Sales in Action!*”, as a speaker presenting the topic “*Network restructuring: Reintroducing brands*”. Conference by Boussias Communications. Athens, OTE Academy, July 11th
- 2018 “*Commercial Vehicles Market and Product Features*”, Specialized seminars by Project Service. Pontedera, Italy, September 20-21
- 2018 “*Digital Skills for Sales*”, E-Learning Course, Piaggio Global Training, April
- 2018 “*Young Leaders Grow(ing) Greece*”, Business Week 2018, Deree – The American College of Greece, Aghia Paraskevi, March 14th
- 2015 “*Low Rates, Ominous Forecasts: why Choose a Career in Shipping?*”, Deree – The American College of Greece, Aghia Paraskevi, November 3rd
- 2014 9th HO.RE.CA. 2014, (responsible for Piaggio Hellas’ presence and stand in the exhibition), Metropolitan Expo, Athens, February 6-9
- 2013 “*Shipping Finance Trends and Alternatives*”, 3rd Maritime Conference Maritime Economies, Athens, Evgenidou Foundation, December 12
- 2013 “*You: Our Best Value*”, Piaggio Group International Dealer Convention, Grimaldi Forum, Monte Carlo, February 28th – March 1st
- 2012 “*Our Future Now*”, Piaggio Group International Dealer Convention, Grimaldi Forum, Monte Carlo, February 2-3
- 2011 “*Shipping at the crossroads: Current challenges under pressure*”, Deree – The American College of Greece, Aghia Paraskevi, November 3rd
- 2011 “*Diesel Piaggio: One Step Forward*”, Piaggio Group International Dealer Convention, Grimaldi Forum, Monte Carlo, January 26-27
- 2010 “*Brand Passion: Our Way to the Future*”, Piaggio Group International Dealer Convention, Grimaldi Forum, Monte Carlo, January 28-29
- 2004 *Money Show 2004*, Hilton, Athens, December 11-12 (as representative of the University of Piraeus – with presentation: «University of Piraeus graduates in the Labor Market»)
- 2004 *HR Expo2004*, DAIS Exhibition Centre, Maroussi, December 2-3
- 2004 *EURESALON “Europe – New prospects for labor”*, OAED –EURES, Fenix Hotel, Glyfada, October 7

- 2004 *POSIDONIA 2004*, (responsible for the University of Piraeus stand), OLP, Piraeus, June 7-11
- 2004 *2^o Forum on Employment and Entrepreneurship*, Employment and Entrepreneurship Centre of Athens Municipality & Employment Service of Embassy of France, Technopolis, Athens, May 22nd -23rd.
- 2004 *The 3rd Athens MBA Forum*, Europartners, OLP, Piraeus, April 3rd.
- 2004 Conference of the Training and Local Support of the Organization of Employment Network, *Tools and techniques of personal development and promotion to employment*, (with presentation: The European experience in the development and update of job profiles), Athens, February 5th-6th.
- 2003 Panteion University, *Forum on best practice and experience exchange of Careers' Offices staff*, (with presentation: Best practices in the co-operation of Careers' Offices with enterprises: Development and adjustment strategies), Athens, December 8th.
- 2003 Panteion University, '*Policies for employment: mixing economic with social policy*', Athens, June 6th.
- 2003 TEI of Athens Careers' Office, *Careers Offices - promotion to employment*, Athens, May 15th.
- 2003 University of Piraeus Careers' Office – EURES OAED, *Employment in Europe – The EURES network*, Piraeus, March 27th (responsible for the organization).
- 2002 Human Capital Management Institute, *Career development strategies*, Athens, December 4th.
- 2002 Ministry of Education and Religious Affairs, *ETraining on entrepreneurship*, Athens, February 19th.
- 2002 *The Athens MBA forum*, Athens, January 19th
- 2001 2nd International Conference on New Horizons in Industry and Education, Milos, September 13th-14th (with presentation).
- 2000 Development Company (Municipality of Athens), «*Employment and Entrepreneurship for the young*», Athens, November 27th.
- 2000 Ministry of Labor and Social Security & EKEPIS «*Vocational training policies for the unemployed*», Athens, July 4th.
- 1999 Industrial Chamber of Piraeus, «*The company of year 2000*», (with presentation: New technology adoption in linking education with the labor market), Athens, December 15th.
- 1999 Horizontal Network of Universities and TEI Careers' Offices & OAED, 2nd Symposium «*Linking higher education with employment* », Athens, December 1st-4th.

- 1999 Horizontal Network of Universities Careers' Offices, «*Selection and recruitment methods in the greek labor market* », Patra, October 7th-8th
- 1999 Higher Education Careers Services Unit (CSU). CSU presentation, Cardiff, Wales, September 10th.
- 1999 Association of Graduate Career Advisory Services (AgCAS) Biennial Conference “*Building Bridges*”, Glamorgan, Wales, September 6th-9th.
- 1999 FEDORA Summer University, «*The new Millennium: A challenge for new competencies. The responsibility of counselors for the facilitation of equality and individuality in a European community*», Stockholm, Sweden, August 12th -16th
- 1999 Horizontal Network of Universities Careers' Offices, «*Postgraduate studies in Greece and abroad. Funding and Mobility program* », Volos, May 26th-28th

INTERESTS

Board games (strategy), cinema, music, travel