

## **CAREER PROFILE**

*Results-driven international finance professional with 25+ years of experience in the fund, financial services and real estate management industries. Accomplished in fostering company vision through development of business plans, programs, and operations. Successful in building market position, developing and maintaining business relationships, and locating/promoting potential business ideas. Articulate liaison skilled in leading/managing diverse teams in alignment with strategic direction. Proven achievement in customer development and relationship with an extremely wide international network of close associates, who are outstanding in their societies. Dedicated to developing, implementing, and participating in initiatives that benefit society.*

## **AREAS OF STRENGTH AND EXPERTISE**

- **Business Development**
- **Strategic Planning & Analysis**
- **Innovator**
- **Financial Management**
- **Real Estate Management**
- **Real Estate Development**
- **Team Leadership**
- **Sustainable Operations**
- **Visionary**

## **PROFESSIONAL EXPERIENCE**

**LifeGoals Provident Fund** 2015 to Present

### ***Director of Business Development***

Uphold mission and values of fund through business development of multiemployer pension scheme. Achieve established goals and objectives via strategic planning and yearly planning/implementation. Stimulate growth by conducting market research and developing business plans accordingly. Establish loyal client base and meet/exceed customer expectations through networking and maintaining customer relations.

#### ***Key Accomplishments:***

- Generate profits and revenues by managing formulation and implementation of company's marketing and sales strategy
- Expand company/service awareness by developing large clients base
- Secure major clients by setting up meetings with large corporate employers and promoting services

**CYBAN-Cyprus Business Angels Network Ltd** 2013 to Present

### ***Board Member***

Promoted social responsibility by procuring funds and services. Mentor and coach startups on preparing/pitching business plans and organizing presentations for future investors. Play key role in set up of "Capital Impact" an ultra-modern common workplace facility housing startups and offering updated office/communication facilities.

#### ***Key Accomplishments:***

- Met 2014 business targets for attracting investors and corporate sponsors
- Solicit funding for startups by leading vendor meetings

**Hellenic Bank Public Company Ltd** 2014 to 2014

### ***Board Member***

Approved by Central Bank of Cyprus as an independent, non-executive board member.

#### ***Key Accomplishments:***

- Ensured financial integrity as Member of the Audit and Risk Management Committees on the Bank's Board of Directors
- Served as financial expert in capital planning contributing to the necessary capitalization of the bank

**The Cyprus Development Bank Public Company Ltd** 2011 to 2013

**Head of Private Banking**

Facilitated effective operations of Private Banking Unit by serving as key member while setting up operations. Forged/maintained strategic business relationships with renowned international financial services institutions. Managed provision of investment services for client portfolios.

**Key Accomplishments:**

- Generated current/future revenue by managing unit's business development and creating/maintaining vital relationships with institutional clients and high net worth individuals in Cyprus and Greece
- Worked to stabilize portfolios by adding hedging strategies during financial crisis by managing the transition of portfolios to a new regime in view of severe temporary measures

**PCM Advisers Ltd** 2003 to 2011

**Executive Director**

Managed business development for institutional clients and high net worth individuals in Cyprus and Greece. Brought in additional sources of revenue by attracting new high net worth customers and expanding the client pool. Expanded pension fund client base by enticing the largest pension funds of Cyprus. Achieved staffing objectives by recruiting quality commission and referral agents.

**Key Accomplishments:**

- Achieved status as one of three Executive Directors and Founding Members in Cyprus Pension and Provident Fund industry with client assets exceeding €2 billion
- Promoted company and services resulting in the growth of local and international high-end customers
- Stimulated profits by significantly increasing number of managed funds

**Cyprus Land Development Organization, Social Responsibility Company** 2003 to 2013

**Chairman of the Board**

Assisted medium and low income earners with acquiring adequate housing. Stimulated organization's objective of developing land into sustainable building sites and erecting dwellings. Encouraged use of social housing by promoting benefits and positive outcomes.

**Key Accomplishments:**

- Appointed by Council of Ministers of the Cyprus Republic to Chairman position for three consecutive terms.

**Expresstock Securities** 1998 to 2003

**Managing Director**

Set up, organized and managed the company's rapid growth and development to a full-fledged Financial Services firm up to its successful sale in 2003.

*Previous positions and other directorships include Managing Director at AAA United Stockbrokers Ltd, General Manager at Imperial Eurobrokers Ltd, Stockbroker/Financial Analyst at LAIKI Investments Ltd and Investment Officer at Olympian Bank Inc., Director at Coraline Ltd*

## EDUCATION AND PROFESSIONAL QUALIFICATIONS

**Bachelor in Business Administration (BBA)** 1985 to 1989

Finance and Investments, Baruch College of the City University of New York

**Advanced Certificate of Professional Competence** 2006

Cyprus Securities and Exchange Commission, Financial Services Legal Framework, Advanced Professional Competence in the provision of core investment and ancillary services (CN1008)

**Licensed Insurance Agent** 1994

Cyprus Superintendent of Insurance

## DISTINCTIONS

First Vice President of the Cyprus Green Party \* Animal Welfare Advocate

Fluent in Greek and English