

CURRICULUM VITAE

DR KONSTANTINOS LIONAKIS



Konstantinos Lionakis holds a PhD in Marketing (awarded by Emerald), an MSc in Marketing and Communications from the Athens University of Economics and Business, and a degree in Mathematics from the University of the Aegean, in Greece. He has published several articles in academic journals and international academic conferences, recently receiving the Best Paper Award for his paper on Marketing-Sales cooperation at the 2015 GSSI conference. He has extensive teaching experience at BA, BSc, MSc, MBA and Executive level in Marketing-related courses such as Sales Management, Marketing Management, Marketing Research, and International Marketing, at Athens University of Economics and Business, the Agricultural University of Athens, New York College Athens (NYC), and the International College of Business Studies (ICBS), with student acknowledgments for excellence. He is also working as a research fellow at Athens Laboratory of Research in Marketing (ALaRM) of Athens University of Economics and Business, while he is serving as an ad-hoc reviewer at the international academic journals "Journal of Marketing Theory and Practice" & "Journal of Personal Selling & Sales Management", as well as a reviewer and Session Chairman at the conferences of the European Marketing Academy (EMAC). His academic interests are Marketing – Sales Organization, Market Orientation, Marketing Research, Sales and Strategic Marketing, among others. Beyond his academic work he is also a practitioner of Sales and Marketing as a consultant for several firms, and an entrepreneur, as he is the founder and general manager of a tutorial school for high-school students.

Personal Data

Date of Birth	21 May 1978
Place of Birth	Athens
Nationality	Greek
Home Address	3 Volou Str, Pefki, 15121, Athens
Tel.	(+30)6972624107 / (+30)2108024372 / (+30)2108203665
E-mail	Lionakis@aueb.gr
Skype / LinkedIn	konstantinos.lionakis / https://gr.linkedin.com/in/lionakis-konstantinos-a0594230
Military Service	Fulfilled (09/2009 – 05/2010), chief-sergeant of platoon, 2 nd TYAD

Education

2011	PhD (Marketing-Sales Organization) Athens University of Economics and Business, Department of Marketing and Communication Thesis: "An exploratory investigation of Marketing and Sales relationship and conflict" Supervisor: Prof. George J. Avlonitis Advisory Committee: Prof. Nikolaos Papavasileiou, As. Prof. Spyros Gounaris
2004	MSc (Marketing and Communication) Athens University of Economics and Business, Department of Marketing and Communication Mark: Very Good Dissertation: "Services development and performance: the market orientation effect" Supervisor: As. Prof. S. Gounaris
2002	B. Math (Mathematics, Degree) University of the Aegean, School of Sciences Department of Mathematics Mark: Very Good
1996	High School Graduation (General Lyceum Apolityrion) 2 ^o General Lyceum of Pefki Overall Mark: Very Good

Academic Publications

- Articles in international referred journals

- In progress** Working paper
“Tracking the evolution of theory on Marketing-Sales relationship: Past, present and future”
Konstantinos Lionakis and George J. Avlonitis,
Target: Journal of Marketing
- In progress** Working paper
“An exploratory investigation of Marketing-Sales conflict: antecedents and consequences”
Konstantinos Lionakis and George J. Avlonitis
Target: Journal of Personal Selling and Sales Management or European Journal of Marketing
- In progress** Working paper
“Linking Marketing and Sales power status, decision authority, conflict and company performance: an exploratory investigation”
Konstantinos Lionakis, George J. Avlonitis and Nikolaos Panagopoulos
Target: Journal of Business Research or Journal of Personal Selling and Sales Management
- In progress** Working paper
“Exploring the effectiveness of Marketing-Sales interfaces in B2B firms”
Konstantinos Lionakis and George J. Avlonitis
Target: Industrial Marketing Management
- In progress** Working paper
“Marketing and Sales conflict: An exploratory investigation of sources and consequences on performance”
Konstantinos Lionakis and George J. Avlonitis
Submitted to: European Journal of Marketing
- 2010** Journal of Selling and Major Account Management
(Vol. 10, No. 1, Winter 2010, pp. 21-32)
“Antecedents and consequences of the conflict between the Marketing and Sales departments”
George J. Avlonitis, Konstantinos Lionakis, and Nikolaos Panagopoulos

- Articles & presentations in international referred conferences' proceedings

- 2017** ICCMI (International Conference on Contemporary Marketing Issues),
5th International Conference (2017), Thessaloniki Greece on 21-23 June, 2017
“Person Branding: Setting a strategic approach for a famous Greek artist”
Lionakis K. & Pilidou R.
- 2017** GSSI (Global Sales Science Institute), 11th annual conference (2017)
Mauritius. June 6 – 9, 2017
“Enhancing business performance through Marketing-Sales effective relationship in B2B firms”
Konstantinos Lionakis and George J. Avlonitis
- 2016** EMAC (European Marketing Academy), 44th annual conference (2016)
Oslo, Norway, May 24-27, 2016
“Enhancing business performance through Marketing-Sales effective relationship and customer orientation in B2B firms”
Konstantinos Lionakis and George J. Avlonitis

- 2015** GSSI (Global Sales Science Institute), 9th annual conference (2015) - **Best paper award**
Hiroshima, Japan, June 12-14, 2015
“Exploring the Sources and Outcomes of Marketing-Sales Conflict”
George J. Avlonitis and Konstantinos Lionakis
- 2015** EMAC (European Marketing Academy), 43^d annual conference (2015)
Leuven, Belgium, May 26-29, 2015
“Exploring the effectiveness of Marketing-Sales interfaces in B2B firms”
Konstantinos Lionakis and George J. Avlonitis
- 2014** GMC (Global Marketing Conference), annual conference (2014)
Singapore, July 15-18, 2014
“The impact of Sales Managers’ market orientation on M-S conflict and company performance”
Konstantinos Lionakis and George J. Avlonitis
- 2014** ICCMI (International Conference on Contemporary Marketing Issues)
2nd annual conference (2014), Athens, Greece, June 18-20, 2014
“The Contribution of the Relationship between Marketing & Sales to Organizational Competitiveness”
Avlonitis J. G. and Lionakis K.
- 2014** EMAC (European Marketing Academy), 43^d annual conference (2014)
Valencia, Spain, June 3-6, 2014
“Tracking the evolution of theory on Marketing-Sales relationship: Past, present and future”
Konstantinos Lionakis and George J. Avlonitis
- 2013** GSSI (Global Sales Science Institute), 7th annual conference (2013)
Aalen, Germany, June 26-28, 2013
“The moderation effect of the external environment in the relationship between Marketing-Sales conflict and company performance: An exploratory investigation”
Avlonitis J. G. and Lionakis K. (no author attended the conference)
- 2013** EMAC (European Marketing Academy), 42nd annual conference (2013)
Istanbul, Turkey, June 4-7, 2013
“The moderation effect of the external environment in the relationship between Marketing-Sales conflict and company performance: An exploratory investigation”
Konstantinos Lionakis and George J. Avlonitis
- 2013** AMA (American Marketing Association), winter conference (2013)
Las Vegas, Nevada, February 15-17, 2013
“Exploring Marketing-Sales authority and conflict”
Konstantinos Lionakis, George J. Avlonitis and Nikolaos Panagopoulos
- 2012** EIRASS (The European Institute of Retailing and Services Studies), 19th annual conference (2012)
Vienna, Austria, July 9-12, 2012
“An examination of consumer’s attitude toward convenience stores in the Greek market”
Antonios Zairis, George Stamatis and Konstantinos Lionakis
- 2012** GSSI (Global Sales Science Institute), 6th annual conference (2012)
Turku, Finland, June 12-15, 2012
“Examining the Relative Power of Marketing and Sales Departments and its Consequences in the Organization”
Avlonitis J. G. and Lionakis K.

- 2012** EMAC (European Marketing Academy), 41th annual conference (2012)
Lisbon, Portugal, May 22-25, 2012
“The importance of store manager’s IMO for contact employees’ extra-role performance”
Achilleas Boukis, Spyros Gounaris, Kostas Kaminakis and Konstantinos Lionakis
- 2012** EMAC (European Marketing Academy), 41th annual conference (2012)
Lisbon, Portugal, May 22-25, 2012
“What characterizes companies exhibiting high vs low Marketing-Sales conflict?”
Konstantinos Lionakis and George J. Avlonitis
- 2012** AMS (Academy of Marketing Science), 41th annual conference (2012)
New Orleans, Louisiana, May16-19, 2012
“Some employee – Level Benefits form Manager’s IMO adoption”
Achilleas Boukis, Kostas Kaminakis and Konstantinos Lionakis
- 2011** EMAB (Euromed Academy of Business), 4th annual conference (2011)-**Highly commented paper award**
Elounda, Greece, October 21-23, 2011
“Marketing and Sales conflict: antecedents and consequences”
Konstantinos Lionakis and George J. Avlonitis
- 2011** GSSI (Global Sales Science Institute), 5th annual conference (2011)
Milan, Italy, June 22-25, 2011
“Marketing and Sales conflict: An exploratory investigation of sources and consequences on performance”
Avlonitis J. G. and Lionakis K.
- 2011** EMAC (European Marketing Academy), 40th annual conference (2011)
Ljubljana, Slovenia, May 24-27, 2011
“Marketing-Sales conflict: Antecedents and Consequences”
Avlonitis J. G. and Lionakis K.
- 2010** GSSI (Global Sales Science Institute), 4th annual conference (2010)
Poznań, Poland, June 16-18, 2010
“Antecedents and consequences of the conflict between the Marketing and Sales departments”
George J. Avlonitis, Konstantinos Lionakis, and Nikolaos Panagopoulos
- 2010** EMAC (European Marketing Academy), 39th annual conference (2010)
Copenhagen, Denmark, June 1-4, 2010
“Exploring the Relative Power of the Marketing and Sales Departments and its Consequences”
Avlonitis J. G. and Lionakis K.
- 2008** EMAC (European Marketing Academy), 37th annual conference (2008)
Brighton, UK, May 27-30, 2008
“Marketing and Sales Conflict. Does it Really Matter?”
Avlonitis J. G., Lionakis K. and Skouras T.
- 2008** GSSI (Global Sales Science Institute), 2nd annual conference (2008)
Athens, Greece, June 25-27, 2008
“Marketing and Sales Conflict. Bridging the Gap”
Avlonitis J. G. and Lionakis K.
- 2007** EMAC (European Marketing Academy), 36th annual conference (2007)
Reykjavik, Island, May 22-25, 2007
“An Exploratory Investigation of the Impact of Marketing and Sales Cooperation on Company Performance”
Avlonitis J. G. and Lionakis K.

- Articles in Greek and International press

- 2015** MINIB (scientific journal 02.2015)
“Marketing-sales interface and organizational competitiveness”
Avlonitis J. G. and Lionakis K.
- 2014** Asfalistiko Marketing (Greek trade magazine 12.2014)
“Which is the most effective interface for Marketing & Sales?”
Avlonitis J. G. and Lionakis K.
- 2011** Scientific Marketing (Greek scientific journal 10.2011)
“Conflict between Marketing and Sales: Sources and outcomes on performance”
Lionakis K.
- 2011** Scientific Marketing (Greek scientific journal 04.2011)
“The relative power of Marketing and Sales; consequences on Marketing-Sales relationship and company performance”
Lionakis K.
- 2011** Scientific Marketing (Greek scientific journal 01.2011)
“Market orientation; sources and outcomes on Marketing-Sales relationship and company performance”
Lionakis K.
- 2010** Naftemporiki Executive (Greek financial newspaper 20.10.2010)
“Marketing-Sales cooperation; the ten commands”
Avlonitis J. G. and Lionakis K.
- 2008** Sales Management (Greek trade magazine 03.2008)
“Sales Vs Marketing, can they cooperate in harmony?”
Avlonitis J. G. and Lionakis K.
- 2008** Scientific Marketing (Greek scientific journal 01.2008)
“The effects of conflict between sales and marketing”
Avlonitis J. G. and Lionakis K.
- 2008** Romanian Marketing Review (scientific journal, no. 1, January – March 2008)
“An Exploratory Investigation of the Impact of Marketing and Sales Cooperation on Company Performance”
Avlonitis J. G. and Lionakis K.
- 2007** Naftemporiki (Greek financial newspaper 07.06.2007)
“Sales and marketing cooperation: a key for company’s success”
Avlonitis J. G. and Lionakis K.

- Presentations in Greek and International conferences and meetings

- 2014** 5th European Forum for Marketing of Scientific and Research Organizations
Institute of Aviation, Poland, Warsaw, 20-21 November 2014
“Marketing-Sales interface and Organizational Competitiveness”
Avlonitis J. G. and Lionakis K.
- 2010** Management issues, Xinis Education Festival
Mediterranean College, Athens, November 23, 2010
“Marketing – Sales relationships”
Lionakis K.

- 2008** A Prothesis Great Speakers Event – Philip Kotler
Megaron Mousikis, Athens, June 25, 2008
“How can we reduce the conflict between Marketing and Sales Departments”
Avlonitis J. G. and Lionakis K.
- 2008** Money Show
Aigli Zappeion, Athens, February 3, 2008
“Reconciling Marketing with Sales”
Avlonitis J. G. and Lionakis K.
- 2007** 3rd Symposium of Greek Marketing Academy (EΛAM)
Intercontinental hotel, Athens, May 17-18, 2007
“Synchronizing Marketing and Sales”
Avlonitis J. G. and Lionakis K.

Other International Academic Engagements

- 2014 – td** Ad hoc reviewer at the international academic journal “Journal of Personal Selling and Sales Management”
- 2012 – td** Reviewer and Session Chairman at the conferences of the European Marketing Academy (EMAC)
- 2012 – td** Ad hoc reviewer at the international academic journal “Journal of Marketing Theory and Practice”
- 2012** Reviewer and Session Chairman at the 6th conference of the Global Sales Science Institute (GSSI)
- 2011** Session Chairman at the 4th conference of the Euromed Academy of Business (EMAB)

Professional Experience

- Entrepreneurship

- 05.2011 – td** Co-founder and GM of the tutorial school “diatrivi”
More than 300 students are currently enrolled and more than 35 faculty members are employed at the school.

- Teaching

- 2012 – td** **Athens University of Economics & Business**
Adjunct Lecturer of Marketing
- MSc Marketing & Communication, Course: Sales & Sales Management (with Prof. Stathakopoulos)
 - MSc Marketing & Communication (Executives), Course: Marketing Management (Guest Lecturer)
 - MBA (full time), Course: Sales Management (with as. Prof. Intounas)
 - MBA (part time), Course: Sales Management (with as. Prof. Intounas)
 - Diploma on Social Enterprises (DoSE), Course: Sales
 - Erasmus program, Course: Entrepreneurship & SMEs (Guest Lecturer)
 - Dept. of Marketing & Communication (undergraduate), Course CRM
- Supervision of more than 25 dissertations in postgraduate level

- 2013 – td** **Agricultural University of Athens**
Adjunct Lecturer of Marketing
MBA (Executives), Course: Agricultural Marketing
Supervision of more than 15 dissertations in postgraduate level
- 2012 – td** **International College of Business Studies (ICBS)**
Athens Contingency of Kingston University (contingency of Winchester University from 2015)
Lecturer of Marketing
MBA (Executives), Courses: Marketing Management, Services Marketing
Supervision of more than 25 dissertations in postgraduate level
- 08.2014** **University of Marconi**
Guest Lecturer of Marketing
On line course: Marketing Strategy
- 2010 – 2015** **New York College**
Athens Contingency of the State University of New York &
Athens Contingency of the University of Greenwich
Lecturer of Marketing
Courses: International Marketing (undergraduate, MBA), Sales Promotion (undergraduate), Marketing Services (undergraduate, MBA), Advanced Marketing Management (undergraduate, MBA), Marketing Research (undergraduate, MBA), SPSS (MBA), Sales Management (MBA), Customer Relationship Management (MBA), Strategic Marketing (undergraduate), Strategy (undergraduate), Advertising (undergraduate, MBA), Marketing Fundamentals (undergraduate, MBA)
Supervision of more than 100 dissertations in undergraduate and postgraduate level
- 05.2011 – td** diatrivi (tutorial school)
Tutor of Mathematics (part-time)
- 2002 – 11** KYKLOS, AKADIMAIKO, THEMATIKO and PROOPTIKI (tutorial schools)
Mathematics and IT Tutor (Full-time)
- 2000 – 01** Karlovasi High-school (Samos Island)
Teaching Internship (Part-time)

- Positions in organizations & firms

- 2005 – td** Athens Laboratory of Research in Marketing (ALaRM), Athens University of Economics and Business, Department of Marketing and Communication: Research Fellow (Part-time)
- 07-09.2003** Innovation (Promotional activities): Merchandiser's trainer (Part-time)
- 2001 – 02** CHROMA TRAVEL (travel agency): Sales representative (Full-time)
- 1998 – 01** University of the Aegean: Operational assistant of the IT-lab (Full-time)
- 1998 – 00** University of the Aegean: Developer of the official University's font (kerkis font).
Coordinator: As. Professor A. Tsolomitis
- 1996 – 98** Bally Nuts (food sector): Sales representative (Full-time)

Consulting Projects

- 02.2016-td** **George Mazonakis (Greek pop singer-artist)**
Person Marketing-Brand Repositioning
(Communication & Strategy Consultant)
- 02.2017-td** **Thodoris Marantinis-ONIRAMA (Greek pop singer-band)**
Person Marketing-Brand Repositioning
(Communication & Strategy Consultant)
- 04.2017-td** **Yara International**
Market Research for competitive position and Strategy
(with prof. George Avlonitis)
- 11.2017** **Mother Care**
Customer service seminar
(with Antonis Zairis & George Stamatis)
- 03.2017** **Market-In**
Customer service seminar
(with Antonis Zairis & George Stamatis)
- 05.2016-07.17** **Office of Loans & Deposits (ΤΠΔ)**
Research on customer satisfaction & new service development (for lawyers)
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Questionnaire design, coordination of qualitative and quantitative data collection, data analysis, communication with the customer, report & presentation of the results
- 05-09.2016** **Hempel Marine Coatings**
Research for the development, the marketing and the positioning of a new product-service
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Questionnaire design, coordination of qualitative and quantitative data collection, data analysis, communication with the customer, report & presentation of the results
- 05-06.2016** **Vivartia**
Sales & Customer Service Seminar
(Independent Consultancy – with G. Stamatis & A. Zairis)
Responsible for preparing and delivering the seminar to the front line reps of Everest & Goody's chains (HORECA)
- 12.2015-02.16** **APIVITA Natural Products S.A.**
Evaluation of Sales reps, competitive positioning & customer satisfaction
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Questionnaire design, coordination of qualitative and quantitative data collection, data analysis, communication with the customer, report & presentation of the results
- 09-11.2015** **Hempel Marine Coatings**
Competitive positioning & customer satisfaction
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Questionnaire design, coordination of qualitative and quantitative data collection, data analysis, communication with the customer, report & presentation of the results
- 06-10.2015** **Roche Diagnostics**
Customer satisfaction & satisfaction drivers (annual)
& Competition Analysis
(ALaRM - Coordinator: Professor G. J. Avlonitis)

Responsible for: Questionnaire design, coordination of data collection, data analysis, communication with the customer, report & presentation of the results

- 10-12. 2014** **Roche Diagnostics**
Repositioning of the hotline
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Questionnaire design, coordination of data collection, data analysis, report & presentation of the results
- 06-09.2014** **Roche Diagnostics**
Customer satisfaction & satisfaction drivers (annual)
& Competition Analysis
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Questionnaire design, coordination of data collection, data analysis, report & presentation of the results
- 06.2014** **Bag Stories (retail shops)**
Sales & Customer Care Seminar
(Independent Consultancy – with: G. Stamatis & A. Zairis)
Responsible for preparing and delivering the seminar to the front line reps of the shops
- 07-10. 2013** **Roche Diagnostics**
Customer satisfaction & satisfaction drivers (annual)
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Questionnaire design, coordination of data collection, data analysis, report & presentation of the results
- 06-08. 2012** **Roche Diagnostics**
Customer satisfaction & satisfaction drivers (annual)
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Questionnaire design, coordination of data collection, data analysis, report & presentation of the results
- 01-05. 2012** **CarpetMax (retail shops)**
Development of integrated communication plan
(Independent Consultancy)
- 05-07.2011** **Roche Diagnostics**
Customer satisfaction & satisfaction drivers (annual)
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Questionnaire design, coordination of data collection, data analysis, report & presentation of the results
- 03-06.2011** **Roche Diagnostics**
Customer satisfaction & competition analysis
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Questionnaire design, coordination of data collection, data analysis, report & presentation of the results
- 06-10 2010** **Wilo Hellas**
Measurement of the effects of solution selling methods on company performance
(Independent Consultancy - Coordinator: T. Stapas, CEO)
Responsible for: Questionnaire design, data analysis, report
- 05-07.2008** **Centre of Greek Commerce Development (K.A.EA.E)**
Academic advisor
Development of professional frameworks for marketing executives

(Independent Consultancy - Coordinator: D. Armenakis, President)
Responsible for: Determination of marketing executives' job description, report

- 04-05.2008** **European Marketing Academy (EMAC)**
Measurement of the satisfaction trend of the members of the EMAC
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Coordination of data collection, data analysis, report
- 03-05.2008** **Emporiki Credicom S.A.**
A research project for the image of Emporiki Credicom S.A.
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Coordination of data collection, data analysis
- 06-08.2007** **Yamaha Motor Hellas**
Development of a Marketing Strategy for Yamaha Hellas-Motodynamiki S.A.
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Coordination of data collection, data analysis
- 09-11.2006** **Roche Diagnostics**
A Marketing Audit of the Commercial Operation of ROCHE DIAGNOSTICS
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Coordination of data collection, data analysis
- 03-05.2006** **MORAX Publications**
A Study of the Ways that the Greek Manager is informed
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Coordination of data collection, data analysis
- 03-06.2006** **IPSEN Pharmaceutical Company S.A.**
Corporate image investigation
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Coordination of data collection, data analysis
- 09-10. 2006** **HELLENIC PETROLEUM S.A.**
Barometer of Internal Customer Satisfaction
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Data analysis
- 04-05.2006** **Yamaha Motor Hellas**
CRM development
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Coordination of data collection, data analysis
- 02-03.2006** **APIVITA Natural Products S.A.**
A Marketing Audit of the Commercial Operation of APIVITA
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Data collection, data analysis
- 05-06.2005** **Yamaha Motor Hellas**
Customer satisfaction and competitive position measurement
(ALaRM - Coordinator: Professor G. J. Avlonitis)
Responsible for: Data collection, data analysis
- 03.2002** **University of the Aegean, Department of Mathematics**
Education and Student Psychology
(Coordinator: Ass. Professor A. Tsolomitis)
Responsible for: Literature review, report

02.2001 **University of the Aegean, Department of Mathematics**
Educational methods on mathematics
(Coordinator: Ass. Professor A. Tsolomitis)
Responsible for: Literature review, report

IT Skills & Languages

- Statistical and Research packages (SPSS, EQS, CATI)
- Programs & Applications
- Basic knowledge in programming
- English speaking and writing at professional level
- Greek (native)

Professional Memberships

- Member of the Greek Marketing Academy (EAAM)
- Member of the American Marketing Association (AMA)
- Member of the European Marketing Academy (EMAC)
- Member and elected National Representative of the Global Sales Science Institute (GSSI)
- Elected member of the Management Committee of the Department of Mathematics, University of the Aegean (1999-2000)

Awards

- 2015** Best Paper Award at the 2015 GSSI Conference
- 2012** Awarded by New York College for “Teaching Excellence” as a lecturer of Marketing
- 2011** Finalist (highly commended – short list) in the 2010/2011 Emerald/EMRBI Business Research Award for Young Researchers, for my PhD
(<http://www.emeraldinsight.com/research/awards/euromed.htm>)
- 2006 & 2007** Scholarship in the 2nd and 3rd year of PhD studies, Athens University of Economics and Business, Department of Marketing and Communication
- 1998** Scholarship for best overall performance in the 2nd year of studies in Mathematics, University of the Aegean, Department of Mathematics

Extra Curriculum Activities

- Sports (winter ski / straight pool billiard (European Masters 2001) / table tennis / football (soccer) / spear fishing / sailing)
- Traveling

References

Available upon request:

- Prof. George J. Avlonitis, Department of Marketing, Athens University of Economics & Business
- Prof. Spiros Gounaris, University of Strathclyde
- Prof. George Baltas, Department of Marketing, Athens University of Economics & Business
- Assistant Prof. Nikolaos Panagopoulos, the University of Alabama
- Mr. Takis Stapas, WILO Hellas, CEO
- Dr. Antonis Zairis, Association of Greek Retail Organizations (ΣΕΛΠΕ), General Manager
- Mr. Dimitris Armenakis, National Association of Greek Commerce (ΕΣΕΕ), Former General Manager
- Mr. Elias Foutsis, NYC, President