

## **CURRICULUM VITAE**

### **Stamatis Dakos**

Age: 45  
Marital Status: Married, Two children  
Address: 16b Pakson Str., 15344 Gerakas Attikis  
Tel: +302106046025/+306972217150  
email: stamatisdakos@hotmail.com

### **GOAL**

To excel in management, sales & consulting and lead an IT/consulting firm in the near future

### **SKILLS/KNOWLEDGE**

- Sales & New Business Development
- People Management
- Staff Development, Coaching & Training
- Strategy Formulation
- Strategic Consulting
- Account Management
- Channel Training & Seminars
- Sales Training & Development
- New Product Development & Launch
- Product Management
- Marketing Materials & Brochures
- Trade Show Participation & Organization
- Proposal Writing
- Project Management
- Operations Management
- IT & ebusiness Technologies
- Supply Chain Management
- Procurement procedures
- e-RFx
- e-Auctions
- e-Procurement & Sourcing
- e-invoicing
- Spend Management Analysis
- Business Intelligence Tools
- CRM Technologies
- Content Management
- Customer Support Coordination
- Customer Training Coordination

### **ACHIEVEMENTS**

- As Sales & Marketing Director for cosmoONE, responsible for directing and developing the Sales & Marketing Division. Assumed Director's position, reporting directly to the General Manager and the executive Management Board. Developed division's budget & business plan. Assured business & accounts continuity in first three months, increased revenues by 25% in first year by maintaining half the division's sales force. Implemented a CRM project within first six months and a major marketing project within first year. Proposed and implemented company's restructuring to assist company's sales development plans.
- As Operations Director for cosmoONE, responsible for directing and developing the Operations Division. Assumed Director's position, reporting directly to the General Manager and the executive Management Board. Developed division's budget & business plan. Streamlined severe business and technical problems in first two months, rolled out ISO certified procedures in first six months. Developed and rolled out two new major company products in first year. Restructured department to assist company's sales development plans during 2<sup>nd</sup> year.
- As Content Services Manager for cosmoONE, responsible for management and development of the Content Services Department. Assumed Manager's position, reporting directly to the General Manager and the executive Management Board. Developed department's budget & business plan. Increased productivity by 230% in four years, evaluated several business options regarding Software Tools and/or Outsourcing department's services. Initiated and led joint effort with Greece's three

horizontal marketplaces for the adoption of a common standard for product categorization.

- As Consulting Services Manager for One World, responsible for the start-up & development of the Consulting Department. Developed department's business plan, staffed the department, and assumed Manager position reporting to the Commercial Director.
- As Consulting Services Manager for EDI Hellas, developed, launched, marketed, sold, performed channel training and applied eStrategy, the DeltaSingular Group methodology for organisations aiming to enter the ebusiness era.
- As Account Manager for EDI Hellas, played a key role in market development, exceeding revenue targets by maintaining volume, increasing business, and renegotiating contracts for selling and marketing ebusiness software and integrated solutions. Helped generate third of year 1998 revenue of 250m GRD and 1999 revenue of 490m GRD with 50% profits.
- As Project Manager for EDI Hellas, implemented successfully and on time 13 ebusiness projects (1.42 bn GRD).
- As project Manager for ASG Ltd., implemented successfully and on time four IT projects for the EU (5.795MEuro).

## **EXPERIENCE**

### **cosmoONE Hellas Marketsite SA, Athens 2001-present**

#### Sales & Marketing Director July 2005 -

Responsible for directing department and establishing strategic objectives. Duties include sales & account management, directing, budgeting, financials, consulting on e-auctions, spend management services, RFX services, eProcurement, eInvoices, Mobile services. Reporting directly to the General Manager developed new prospects and interacted with key existing customers to increase sales of organization's services and maintain solid business relationships. Rolled out four major campaigns (used cars, hotels, real estate, health sector) to explore new business opportunities and implemented profitable strategies. Implemented a CRM project within first six months and a major marketing project within first year to reorganize company's approach to the market.

#### Operations Director October 2003–July 2005

Responsible for directing department and establishing strategic objectives. Duties include directing, budgeting, financials, sales, e-auctions operations, customer support & training co-ordination, spend management services, RFX services, supplier adoption and account management, marketing and account communications. Streamlined operational problems in two months, rolled out division's procedures (ISO certified) in six months. Evaluated several software and software development options and incorporated different state-of-the-art (COGNOS, IMPACT iconnect) software tools into operation for two new, major company products: Spend Management & Business Intelligence services and e-RFX (RFI/RFP/RFQ) services. Restructured department to assist company's sales development during 2<sup>nd</sup> year.

#### Content Services Manager May 2001–September 2003

Responsible for directing department and establishing strategic objectives. Duties include management, budgeting, financials, supplier adoption and account management, sales, marketing and account communications. Evaluated several software options and incorporated several state-of-the-art Commerce One Software tools into production. Evaluated outsourcing services agreement with Third party company. Initiated and led joint project with Greece's three horizontal marketplaces for the adoption of a common standard for product categorization (UNSPSC). Drew business plan for offering Spend Management Services.

### **DeltaSingular Group**

#### Singular International-One World S.A. - EDI Hellas SA, Athens 1998–2001

#### Consulting Services Manager 2000–May 2001

Responsible for directing department and establishing strategic objectives. Duties included management, budgeting, financials, marketing & sales. While still executing account management responsibilities, directed and developed Singular's eBusiness strategy product.

#### Account Manager 1999-2000

Developed new business in the Oil, Shipping, Retail, Pharmaceutical, SW&HW, Black&White sectors by selling and marketing eBusiness software and integrated

solutions (Internet & Web applications, Electronic Payments Solutions (SET&SSL), CRM Software, Integrated products (ε-Strategy, ε-Channel), EDI & WebEDI, Messaging Software).

Project Manager 1998–1999

Implemented successfully and on-time three regional Electronic Business Centers (350m GRD), three prototype ebusiness projects (222m GRD), five sectoral EDI projects (487m GRD) and two more ebusiness projects (360m GRD).

**Advanced Services Group (ASG) Ltd., Athens 1996-1997**

Project Manager 1996–1997

Implemented successfully and on-time two IT European Union projects (5,245 MEuro) and two company IT projects (0,55MEuro). Developed and implemented two business plans for an IT firm (1.22m GRD) as well as an ISO9002 and an ISO9001 project.

Content Manager 1996-1997

Responsible for administrative reengineering, Web launching, improvement, content selection and maintenance as well as marketing for two information databases.

**Stedima-DMC, Athens, 1993–1995**

Junior Analyst (Part-time, fulfilling Military service in the Greek Navy)

Responsible for analysing sales plans, performing statistical surveys and preparing marketing and business plans.

**Denco, Development and Engineering Consultants Ltd., Athens, 1985–1992**

Technical Consultant (Summer job)

Responsible for developing and implementing software graphic tools and performing statistical surveys.

**EDUCATION**

M.B.A. in International Banking & Finance, University of Birmingham, UK 1993

Diploma of Business Administration, University of Birmingham, UK 1991

BSc in Computer & Management Sciences, University of Warwick, UK 1990

BEng in Computer Engineering, Southeastern College, Athens 1985-87

### **ADDITIONAL SKILLS/EDUCATION/TRAINING**

- Languages: Greek, English, French (medium), Portuguese (basic)
- Publications: S. Dakos, G. Papastamatiou, Applied methodology for formulating an eBusiness Strategy, 4<sup>th</sup> Greek Logistics Forum, SOLE, International Society of Logistics- Athens, Greece, September1999.
- Member of CEC European Managers Association/Confédération Européenne Des Cadres.
- Member of Electronic Commerce Code Management Association (ECCMA).
- Member of (A2, B2, B4, D2 and E5 teams) ebusiness forum (Ministry of Development).
- Author of several articles about ebusiness on specialized magazines & newspapers.
- Key speaker on various events and five seminars concerning ebusiness technologies.
- Marketing manager during ASG's presence in INFOSYSTEMS'97 exhibition.
- Seminars: EEAE Business Logistics (18 hrs), Negotiations' simulation (16 hrs), MS SQL querying (16hours), MSAccess (32 hrs), WITSA Athens 2004 (4 days)
- HW: Sun Workstations, Macs, PCs
- OS: Windows 3.xx, 95/98/2000/Me/XP/NT, MS-DOS, Linux, UNIX
- Programming: Pascal, C, C++, Lisp, Ada.
- ebusiness SW tools: EDI-TIE Gateway & Multigateway Solutions, EDI-TIE Integrated Server, SET/SSL Transaction software, Messaging solutions (X.400, X.500)
- e-Procurement tools: Commerce One Buysite 6.1, 6.5 & EBD 2.0 & 2.5, Procurement 5.5 & 5.6, Supply Order 3.1, Supplier Management 3.5, Sourcing 5.0 & 5.5
- e-Auction Tools: Active Markets Auctions 3.2&5.1
- Content Management Tools: XML Content Pipeline, Content Factory, Content Engine 2.0 & 3.0, eMarketplace Catalog 2.0 & 2.1, Catalog Viewer 2.0 & 2.1, Auto Content Publisher 1.0 & 2.0, Supplier Self Service
- Spend Management & Business Intelligence Tools: COGNOS Impromptu Client, COGNOS Impromptu Web Reports, COGNOS Powerplay, COGNOS WebPowerplay, COGNOS Transformer, COGNOS PowerPlay Enterprise Server, COGNOS PowerPlay Transformer Edition
- e-RFx tools: cosmoONE's e-RFX v.1&2-powered by Information Systems IMPACT's @connect
- Internet tools: MS Internet Explorer, MS Outlook Express, Netscape Communicator & Navigator, mirc, ftp, telnet, First Class Client, VPNs, Web2.0
- Office automation: Office, MSACCESS, MS SQL, MS Project, WinZip, Lotus, Paint Shop Pro, Corell, Chartist, ABC Flowcharter, Visio, Adobe, MS Picture Manager